

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 84

MARCH 14, 1931

Number 11

Reference Dept.  
7th TIER

MONEL METAL - NIROSTA METAL - CAST ALUMINUM - TINNED STEEL

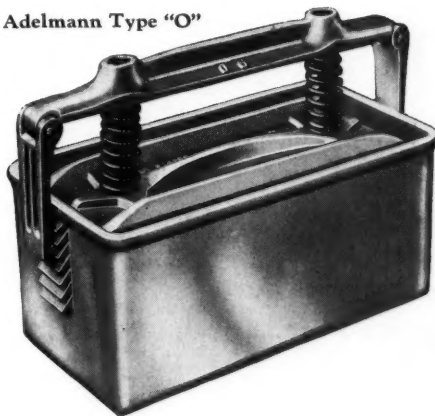
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# The "BUFFALO" Grinder

*Especially designed to produce quality sausage---used by most of the "leaders"!*

**I**T cuts clean, without heating or mashing the meat. Strong, powerful, operating with lightning speed . . . this is the grinder every progressive sausage maker has been looking for.

A heavy roller thrust bearing directly in back of the feed screw eliminates friction as well as all heating of meat or bearing.

A patented drain flange, between the cylinder and bearing, prevents meat juices from working into the bearing, and oil from getting into the meat.

Silent chain drive eliminates practically all noise.

Feed Screw is of special design and is made of steel. Ring is extremely heavy and is made of steel.

Easily cleaned as there are no corners where meat can lodge and not be seen.



*Note the large heavy tray*

Bearing on Model 66B is 6 1/4" in diameter. Will withstand over 14,000 lbs. pressure per inch.

## A few recent shipments

Armour & Co. (40 branch plants)	Chicago, Ill.
Cudahy Packing Co. (5)	So. Omaha, Nebr.
George A. Hormel & Co.	Austin, Minn.
Wilson & Co. (5)	Chicago, Ill.
Adolf Gobel, Inc.	Boston, Mass.
Major Bros. Pkg. Co.	Mishawaka, Ind.
T. M. Sinclair & Co.	Cedar Rapids, Ia.
Peter Eckrich & Sons	Ft. Wayne, Ind.
John Morrell & Co.	Sioux Falls, S. D.
N. Auth Prov. Co.	Washington, D. C.
Oscar Mayer & Co.	Chicago, Ill.
Fuhrmann & Forster	Chicago, Ill.
Arnold Bros.	Chicago, Ill.
Louis H. Rettberg, Inc.	Baltimore, Md.
Albert F. Goetz, Inc.	Baltimore, Md.
H. L. Handy Co.	Springfield, Mass.
Cudahy Bros. Co.	Detroit, Mich.
C. W. Henning & Sons	Saginaw, Mich.
W. F. Schonland Sons, Inc.,	Manchester, N. H.
Albany Packing Co.	Albany, N. Y.
Max Trunz	Brooklyn, N. Y.
Jacob Dold Pkg. Co.	Buffalo, N. Y.
Danahy Pkg. Co.	Buffalo, N. Y.
Merkel Bros.	Jamaica, L. I., N. Y.
Adolf Gobel, Inc.	New York, N. Y.
Rochester Pkg. Co.	Rochester, N. Y.
Peters Packing Co.	McKeesport, Pa.
Fred Usinger	Milwaukee, Wis.
Frank & Co.	Milwaukee, Wis.
Weisel & Co.	Milwaukee, Wis.
Wm. Sparrer	Chicago, Ill.
Jos. Somolik	Chicago, Ill.
Jos. Phillips & Co.	Washington, D. C.
Beste Prov. Co.	Wilmington, Del.
First Nat. Stores, Inc.	Boston, Mass.
Balkus Sausage & Provision Co.	Lynn, Mass.
Pfahler Packing Co.	Detroit, Mich.
L. A. Pressel	Detroit, Mich.
Peter Eckrich & Sons	Kalamazoo, Mich.
Albert Lea Pkg. Co.	Albert Lea, Minn.
Levy Meat Co.	Kansas City, Mo.
Neuer Bros. Meat Co.	Kansas City, Mo.
Margerum Prov. Co.	Trenton, N. J.

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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MARCH 14, 1931

Chicago and New York

## Preventive Methods Might Help to Solve Packer's Sewage Disposal Problem

By an Operating Expert

Economical disposition of meat plant sewage is a perplexing problem. Much money, time and effort have been spent in efforts to find a satisfactory solution.

Need to retain public good will, and pressure from sanitary and conservation officials had reached the point in some cases where meat plant executives were at their wits' end.

The difficulty was not that they were unwilling to make the effort to better conditions, but they did not know how. They were willing to spend money to get results, but were reluctant to go to a big expense for a sewage disposal plant that would not handle the situation satisfactorily.

Until Decker, at Mason City, Iowa, and Hormel, at Austin, Minn., came into the picture with modern disposal plants and methods developed by themselves, there were no commercial systems of sewage purification that even approached efficiency on packing plant waste.

### Prevention Better Than Cure.

On the other hand, conditions in some plants are worse than they should be.

Some existing meat plant sewage disposal systems might handle plant waste satisfactorily if plant officials responsible for results would realize two things:

Waste that does not go into the sewer system needs no purification; and

Much of the trouble is caused in the first place by materials that never

should go into the disposal plant, and that can be kept out.

These facts have not been stressed sufficiently in discussions on meat plant sewage disposal. No matter what kind of a sewage disposal plant is installed, or about to be installed, it should be preceded by corrective and preventive methods.

It is not improbable in some cases that segregation of plant waters not needing treatment, and care to keep out

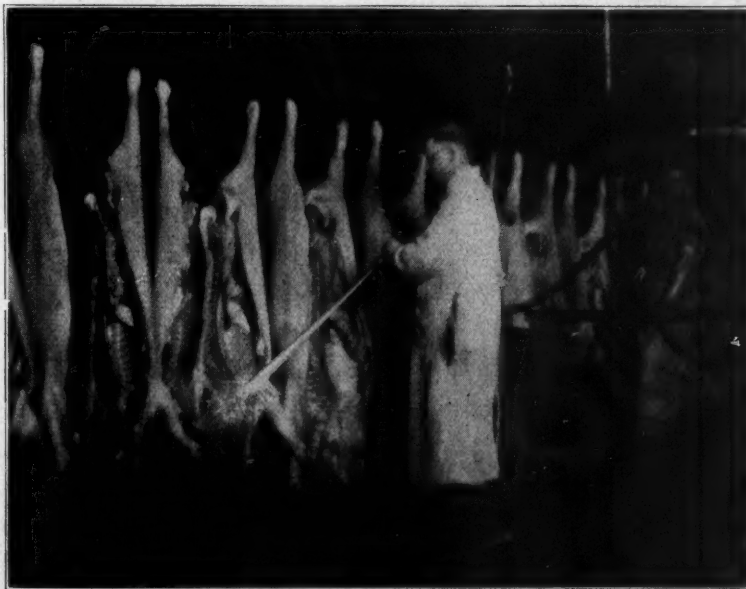
of the disposal plant solids, dissolved proteins and other materials that can be recovered, would be sufficient to correct bad conditions existing and greatly simplify sewage disposal problems.

### Five Main Points to Watch.

Preventive and corrective measures can be classified under five heads:

1.—Segregation of waters not needing treatment or requiring special treatment.

(Continued on page 33.)



SOLIDS FROM KILLING FLOORS CAN BE KEPT OUT OF SEWAGE.

Installation of departmental catch basins and screening of all floor drains will aid in keeping solids out of the sewage disposal plant. Troughs should also be installed under dressing rails to catch all particles of meat and fat. Clean-up men should be instructed to sweep all floors carefully before washing them. The solids from these sweepings should be collected and sent to the rendering department.



## Meat Packer Finds Contract Trucking Profitable for Long Distances

Meat packers, in choosing types of delivery trucks and operating transportation departments, find it convenient to classify deliveries into three major divisions.

First, there is local delivery from plant or branch house to retailers. In some cases the product is delivered after orders taken by salesmen. In others—and this practice seems to be gaining in favor—a truck stocked with various cuts and products is placed in charge of a driver-salesman, deliveries being made as goods are sold.

Second, there is regional delivery from plant or branch to cities and towns within comparatively short distances. Here again deliveries are made in some cases after orders taken by salesmen, or by peddler trucks. Where volume is considerable truck trains, consisting of truck and trailer, are used.

Such truck bodies are generally insulated, sometimes refrigerated, and give best service when towns and cities are rather close together and large loads are carried.

### Long-Distance Hauling.

The third general class of service is long-distance hauling, where because of lack of railroad facilities or lower transportation costs, trucks can be used to better advantage. In this service, as a rule, truck body doors are opened only at infrequent intervals and heavy loads are generally carried, necessitating trucks with large capacities. Trucks

and trailers are also used in this service.

In some sections of the country, where refrigerated truck lines are operated, the packer's problem of long-distance transportation is greatly simplified. These trucking companies function similar to the railroads, but in many instances are able to give quicker service. Instead of operating their own trucks, packers have found it convenient to contract with trucking concerns to handle meats in truck loads to points 150 miles or more from the plant.

In this case the contractor furnishes insulated or refrigerated trucks for the exclusive use of the packer. These trucks generally bear the packer's name, and to all intent and purposes are his trucks, except that he does not operate them. The contractor picks up the product at the plant and delivers it at destination.

An example of such profitable use of long-distance contract hauling is the Nuckolls Packing Co., Pueblo, Colo. This company is delivering meats to cities as far distant as 175 miles from its plant in this manner, some of the routes leading over difficult mountain roads. For this work the contractor uses 4½-ton General Motors trucks on which have been mounted insulated bodies, so designed that refrigeration can be used or not, depending on weather and other conditions.

These truck bodies are lettered at-



SHE'S PACKER'S ROAD ENGINEER.

Mrs. C. H. Kelley, who alone drove one of the big General Motors trucks to be used for the Nuckolls Packing Co., Pueblo, Colo., from the factory in Pontiac, Mich., to Pueblo. Her husband operates the contract routes. Mrs. Kelley is an experienced truck operator. During her husband's illness one winter she took over his routes for him, making one 226-mile run four times each week, and also a 90-mile run twice each week.

tractively with the name and brands of the company, and when first placed in service attracted a great deal of attention. They continue to serve as good advertising for Nuckolls wherever they roll.

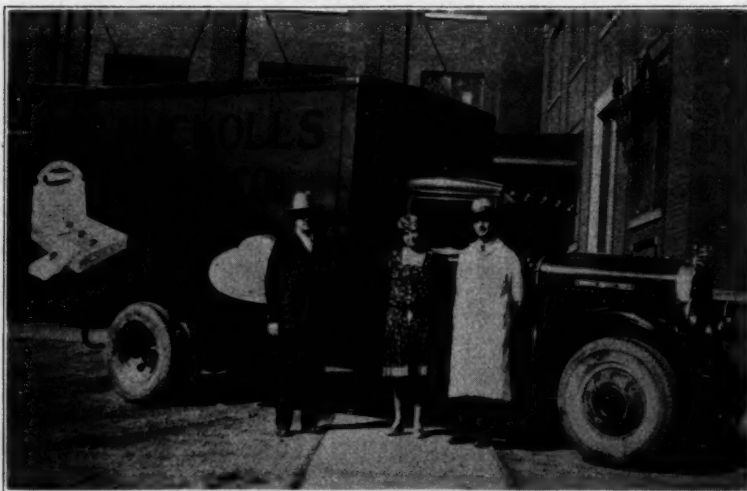
### MANY HOGS COME BY TRUCK.

Truck receipts of hogs at the Omaha market during January totaled, 248,566 head which was 53 per cent of the total hog receipts and the heaviest truck receipts in the history of the market. During 1930, 1,537,060 hogs came to this market by truck compared with 1,371,306 hogs trucked in during 1929 and 1,202,672 in 1928.

In addition to the large hog receipts by truck during January, 34,620 head of cattle, 3,981 calves and 64,760 sheep reached the market by auto truck.

### NEW POULTRY COOPERATIVE.

The Dairy and Poultry Cooperatives, Inc., with headquarters in Chicago, has been recognized by the federal farm board as a regional marketing association for the handling of dairy and poultry products. Sales activities of co-operatives operating in sixteen states will be centralized through this new organization. Member associations last year handled products valued at nearly \$20,000,000 and represent approximately 100,000 producers, according to the farm board announcement.



HAULS MEATS LONG DISTANCES FOR WESTERN PACKER.

This truck, one of several in contract hauling service for the Nuckolls Packing Co., Pueblo, Colo., has a carrying capacity of 4½ tons and operates over routes with a radius as long as 175 miles from the plant. The body is insulated but not refrigerated.

Mrs. G. H. Nuckolls, president of the Nuckolls Packing Co., is standing in the center of the group. At the left is general manager Wm. H. Raschke, and at the right general superintendent Albert Smith.



# Distribution Census Figures Continue to Show That Meat Dominates the Food Field

As more reports of the Census of Distribution become available the trend toward the complete food store becomes apparent, with meat dominating the food field.

All reports show large sales in combination meat and grocery stores. The number of specialty markets is in the minority, and even in these there is a trend toward the addition of more and more lines. This is illustrated by the strictly meat stores adding grocery lines.

Retail sales of food were first in importance in 35 of 47 cities and towns in Indiana, Michigan, Ohio and Wisconsin as reported by the 1930 Census of Distribution, covering business done in 1929. In the other 12 cities food sales were second in importance, with one

small town exception where they were third.

In Cincinnati, one of the largest cities reported on, food sales were first in importance, totaling \$73,417,000, and constituted one-fourth of the total retail sales made in that city.

## What Figures Reveal About Chains.

Reports continue to indicate that chains do an average of about 20 to 23 per cent of the total retail business done.

There is, however, a fairly wide range shown of chain sales in the different towns and cities.

Of the 18 Wisconsin cities reported on in the following table chains did an average of only 15½ per cent of the business, ranging from a low of 4 per cent in Two Rivers to a high of 25 per cent in Oshkosh and 27 per cent in Shorewood.

Reports of retail sales of meats and total food sales in additional cities in Indiana, Michigan and Ohio are shown in the tables on this page, as well as a first reflection of the retail situation in Wisconsin, no report on which has been made previously.

The first of these reports on the Census of Distribution as related to foods appeared in THE NATIONAL PROVISIONER of February 28, p. 22, and the second in the issue of March 7, p. 25.

## CHAIN STORE NOTES.

American Stores report sales of \$11,165,671 for the four weeks ended February 28, 1931, compared with \$11,342,540 for the corresponding 1930 period, a decrease of 1.5 per cent.

Jewel Tea Co. sales for the four weeks ended February 21, 1931, amounted to \$1,107,353 in comparison with \$1,206,490 for the same period in 1930, a decrease of 8.22 per cent.

H. C. Bohack reports sales totaling \$2,728,329 for February, 1931, against \$2,334,844 for February, 1930, a 16.8 per cent increase.

Safeway Stores February, 1931, sales amounted to \$15,781,593, compared with \$17,003,007 in 1930. This is a decrease of 7.18 per cent.

MacMarr Stores report sales of \$5,871,559 for February, 1931, against \$6,778,419 for February, 1930, a decrease of 13.3 per cent.

First National Stores sales for the four weeks ended February 21, 1931, were \$8,145,765, compared with \$8,486,030 in the like period of 1930, a 4 per cent decrease.

Sales of the Grand Union Co. for February, 1931, amounted to \$2,634,526, compared with \$2,751,059 in the corresponding 1930 period, a decrease of 4.2 per cent.

Dominion Stores sales for February, 1931, were \$2,013,661, compared with \$1,868,994 last year, an increase of 7.7 per cent.

Sales of the National Tea Company in February totaled \$6,068,465 in comparison with \$6,798,863 in February, 1930, a decrease of 10.75 per cent.

Nathan Strauss sales for February, 1931, totaled \$712,668, compared with \$704,526 in February, 1930. This is an increase of 1.3 per cent.

## MONTGOMERY WARD MEAT SHOPS

Nathan Strauss, Inc., will open a new branch in the Montgomery Ward store at Jamaica, L. I., the week beginning March 16, where 3,800 square feet of space has been made available for its market. Markets will also be opened in several Montgomery Ward & Co. retail stores in New England.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

FOOD SALES AND OUTLETS IN 6 INDIANA TOWNS AND CITIES.

	Total food sales.	P. C. of all retail sales.	Grocery stores with meat departments.		Meat markets.	
			No.	Sales.	No.	Sales.
Elkhart .....	\$4,148,076	24	60	\$2,687,259	11	\$ 520,774
Indianapolis .....	47,246,271	21	839	23,687,836	236	6,337,514
Mishawaka .....	3,445,744	34	82	1,752,369	7	423,123
South Bend .....	14,471,576	21	128	3,833,262	88	3,182,102
Terre Haute .....	5,765,453	23	252	6,274,452	14	229,627
Whiting .....	1,961,573	40	26	847,649	12	292,904

FOOD SALES AND OUTLETS IN 7 MICHIGAN TOWNS AND CITIES.

	Total food sales.	P. C. of all retail sales.	Grocery stores with meat departments.		Meat markets.	
			No.	Sales.	No.	Sales.
Dearborn .....	\$4,003,392	32	50	\$2,307,699	9	\$ 342,074
Ecorse .....	797,728	38	22	521,713	...	.....
Flint .....	21,423,355	22.7	278	12,086,020	61	2,911,816
Kalamazoo .....	8,450,934	19	62	2,297,064	29	1,690,279
Port Huron .....	4,520,781	23	57	2,387,599	28	975,945
Muskegon Heights .....	1,391,576	24	21	491,346	8	328,057
Wyandotte .....	3,886,822	29	52	1,713,272	14	806,418

FOOD SALES AND OUTLETS IN 10 OHIO TOWNS AND CITIES.

	Total food sales.	P. C. of all retail sales.	Grocery stores with meat departments.		Meat markets.	
			No.	Sales.	No.	Sales.
Akron .....	\$32,612,702	23	445	\$12,851,998	142	\$5,726,007
Cambridge .....	1,521,972	22	35	1,270,901	3	125,000
Campbell .....	1,207,073	47	30	571,712	5	257,949
Chillicothe .....	2,906,875	25	44	976,877	9	627,273
Cincinnati .....	73,417,578	25	658	29,032,574	599	10,667,289
Dayton .....	24,850,190	20.9	401	16,421,950	445	2,386,980
Riviera .....	4,178,370	25	30	1,568,479	21	926,053
Findlay .....	2,239,608	18	21	709,575	11	470,108
Hamilton .....	8,921,446	32	106	4,546,804	74	1,015,973
Marion .....	3,879,290	22	53	1,816,959	14	637,868
Middletown .....	4,341,039	28	91	2,481,528	7	528,644
Piqua .....	2,080,339	23	31	941,188	17	306,461
Portsmouth .....	5,064,799	24	95	2,692,653	15	413,731
Springfield .....	10,235,619	29	173	6,044,804	29	986,974
Warren .....	6,844,643	25	68	2,937,994	57	1,568,351
Zanesville .....	4,905,033	24	80	2,554,885	22	615,103

FOOD SALES AND OUTLETS IN 18 WISCONSIN TOWNS AND CITIES.

	Total food sales.	P. C. of all retail sales.	Grocery stores with meat departments.		Meat markets.	
			No.	Sales.	No.	Sales.
Appleton .....	\$3,098,748	21	18	\$ 770,190	15	\$ 964,915
Ashland .....	1,473,968	26	6	317,382	10	427,618
Beloit .....	3,647,626	26	45	2,005,076	12	592,178
Cudahy .....	1,320,055	39	20	726,929	4	213,564
Fond du Lac .....	3,682,930	21	12	495,823	24	1,035,171
Manitowish .....	7,473,897	30	71	2,234,147	46	1,834,739
Marquette .....	1,841,357	24	14	640,110	17	794,157
Marquette .....	1,457,074	20	16	477,859	9	229,299
Oshkosh .....	5,597,024	24	5	302,915	45	1,588,370
Racine .....	11,928,894	29	46	1,942,900	80	2,964,339
Shorewood .....	1,198,470	45	4	288,902	8	241,830
South Milwaukee .....	1,342,944	34	23	689,334	6	260,934
Stevens Point .....	1,841,357	24	6	553,961	10	448,233
Superior .....	7,713,312	31	44	3,130,132	13	706,210
Two Rivers .....	1,360,542	27	8	211,931	14	356,389
Watertown .....	2,161,251	26	6	253,712	10	541,435
Wausau .....	2,588,845	24	9	437,482	17	916,106
Wausau .....	2,823,137	37	3	234,095	19	661,039

## Livestock Producers Want More Efficient Wholesale and Retail Merchandising

Livestock producers are not interested in going into the meat packing or retail meat business.

But they are interested in seeing that inefficient and costly systems of wholesale and retail distribution of merchandising meat are eliminated.

The entrance of quick-frozen and packaged meats into the retail field should tend to eliminate waste and reduce handling costs.

These are some of the points brought out by C. B. Denman, livestock member of the Federal Farm Board, in a radio address made prior to the opening of the first annual meeting of the National Live Stock Marketing Association in Chicago, March 11, which Mr. Denman attended.

### Their Marketing Program.

This is the major livestock cooperative through which the Federal Farm Board is working to carry out a marketing program designed to accomplish the following purposes:

1. Market livestock in an orderly manner, taking into consideration consumption and demand.
2. Standardize livestock grades and sell on basis of grades.
3. Eliminate wasteful methods of distribution of livestock.
4. Eliminate unnecessary speculation.
5. Centralize the control and sale of livestock.
6. Keep producers informed as to supply of and demand for livestock and livestock products.
7. Aid members in avoiding and controlling surpluses and keep them informed as to changes in market demand.
8. Stimulate consumption of meat as a food through cooperation with packers and retailers in advertising campaigns.

### Want Better Meat Merchandising.

"Such a constructive program, if carried out, will be of immense benefit to the livestock industry, but unless similar economies and more efficient merchandising methods are effected by the agencies which handle livestock products, much of this improvement will be lost both to the producer and the consumer," Mr. Denman said.

"For these reasons you can readily see why livestock producers are vitally interested in an efficient merchandising system.

"Livestock producers have no quarrel with the efficient wholesaler or retailer of their products, but feel they have a common interest with them in seeing that inefficient and costly systems of merchandising are eliminated. The co-

operative marketing associations and the Federal Farm Board have no desire other than to help the efficient distributor of agricultural products maintain his place in the industry, realizing that only those who render a satisfactory service can hope to compete under modern business methods.

"That the packing industry recognizes this trend is evidenced on the one hand by the relocation of packing plants closer to supplies of raw products. This means short hauls of livestock, reduced freight and handling costs and the manufacture of by-products, such as fertilizer, close to the sections where they are to be used.

### Believe in Packaged Meats.

"In the retail field improvements are being effected in frozen and packaged meats which should tend to eliminate waste and reduce handling costs."

In speaking of the meat packing industry and meat distribution, Mr. Denman said:

"Livestock producers are not interested in going into the highly-specialized meat packing, wholesaling or retailing business, but they are interested to this extent, that such industries eliminate wasteful handling costs and that they merchandise the products of the farm to the consumer in as efficient a manner as possible. In doing so, such agencies should more quickly reflect a reduction in the price of livestock in reduced meat prices."

Mr. Denman was also the banquet speaker at the meeting of the national cooperative, at which time he explained that unlike the methods adopted by the Farm Board in attempts to stabilize wheat and cotton, the livestock cooperative, whose membership now represents 10 per cent of all the meat animals in the country, seeks to obtain sufficient volume to regulate the movement to market.

C. A. Ewing, of Decatur, Ill., president of the association, reported credit facilities had been greatly improved for cattle, hog and sheep feeders since farm board funds were available. Some objection was raised by those present, however, to the loaning of government funds on a call basis, as it was felt that "any change in government may bring new policies not as friendly as those existing at present."

P. O. Wilson, secretary of the association, said that in 1930 members had handled nearly 7,000,000 head of livestock, valued at about \$151,600,000.

Stockholders of the association were in attendance from the Canadian border

to Texas and from Buffalo to the Pacific coast.

### STONE NEW FARM BOARD HEAD.

The resignation of Alexander Legge as chairman of the Federal Farm Board was announced during the week by President Hoover, who also announced the selection of James C. Stone, vice-chairman of the board, to succeed Mr. Legge, and the election of C. C. Teague to the vice-chairmanship. The president's statement expressed much regret at the resignation of Mr. Legge, who has been head of the farm board for the past eighteen months.

In a statement made at the time of his resignation Mr. Legge predicted the ultimate success of the program laid down by Congress in the agricultural marketing act, and pledged his cooperation as a private citizen to bring about this result.

"I sincerely believe the plan of operation to be sound, and that the test of time will prove this to the satisfaction of all interested. While results may seem slow, it is not reasonable to expect that the condition which has been developing over generations could be corrected in any brief period of time," he stated.

Mr. Stone, in accepting his appointment as chairman, also expressed regret at Mr. Legge's resignation. Regarding the matter of any change in the general policies of the farm board, he said that these policies have been formulated by the board as a whole, and that plans heretofore adopted will be carried out without change.

Since it is the conviction of the board that farmers cannot meet their business problems except through organization, said Mr. Stone, it is the major task and policy of the board to assist in the economic organization of agriculture. Up to the present time, the cooperative method of organization has been found to be the most effective and best adapted to the needs of the farmers, he pointed out.

The National Livestock Marketing Association, with twenty units, handling approximately 58 per cent of the live stock sold cooperatively in the U. S., was mentioned as one of the national sales agencies organized with the assistance of the farm board.

One sees and hears a lot these days, said Mr. Stone, about how much the farm board is going to lose of the \$500,000,000 revolving fund. But he believes that though some money may be lost, any losses sustained will be small in comparison with the benefits to agriculture and the country as a whole.

### PACKERS OFFER 4-H PRIZES.

In accordance with their policy of encouraging 4-H Club members to work for livestock club championships, Armour and Company, Cudahy Packing Co. and Swift & Company, Chicago, will again award educational trips in 1931 to the winning members. Trips to the National 4-H Club Congress, the International Live Stock Exposition, the American Royal Livestock Show, the Pacific International and the National Western Livestock Show are among the prize trips offered by the packers this year.



# Meat Packers Forward Industry Interests By Service on Institute Committees

Progress of an industry in these days depends to a large extent upon cooperation among its members.

Organization and development of such cooperation is one of the functions of the trade association.

How this works in the meat packing industry is illustrated by the extent and variety of activities of its trade association, the Institute of American Meat Packers.

Announcement of the 1931 committee set-up of the Institute, made this week, shows 55 committees and sub-committees actively at work. Membership on these committees includes 568 names of packers and packer executives, in addition to Institute staff members who may be serving.

This year's list includes three new committees—Business Survey, Em-

ployments Plans, and Marketing Methods (Pork).

his staff in their efforts to forward the best interests of the industry. Institute committee membership for the coming year is as follows, the committees being given in alphabetical order, separated into two classes—the regular standing committees, and the Institute Plan committees:

## Standing Committees

**ACCOUNTING.**—G. M. Pelton, Chairman, Swift & Co., Chicago; A. W. Anderson, Cudahy Packing Co., Chicago; G. A. Billings, Cudahy Brothers Co., Cudahy, Wis.; J. H. Bliss, Libby, McNeill & Libby, Chicago; T. W. Bryant, Adolf Gobel, Inc., New York; John L. Burke, Rochester Packing Co., Rochester, N. Y.; L. B. Dorr, Jacob Dold Packing Co., Buffalo, N. Y.; R. D. Gower, Geo. A. Hormel & Co., Austin, Minn.; W. J. Graham, Hammond Standish & Co., Detroit, Mich.; Howard C. Greer, Institute of American Meat Packers, Chicago; W. D. Hoffman, Wilson & Co., Chicago; A. M. McVie, Kingan & Co., Indianapolis; W. H. Sapp, Armour and Company, Chicago.

**ANIMAL FEEDS.**—(Chairman to be announced) Harry P. Doyle, Kingan & Co., Indianapolis; J. J. Ferguson, Swift & Co., Chicago; J. Morrell Foster, John Morrell & Co., Sioux Falls, S. D.; T. P. Gibbons, Cudahy Packing Co., Chicago; W. W. Krenning, St. Louis Independent Packing Co., St. Louis; Ray S. Paul, Rath Packing Co., Waterloo, Iowa; J. W. Powley, Armour and Company, Chicago; L. V. Selle, Wilson & Co., Chicago.

**ASSOCIATE MEMBERSHIP.**—John W. Hall, Chairman, Chicago; Elbert Beeman, Mono Service Company, Newark, N. J.; J. J. Dupps, jr., Cincinnati Butchers' Supply Co., Cincinnati.

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W. R. Sinclair, Kingan & Co., Indianapolis; Samuel Slotkin, Hygrade Food Products Corp., New York; G. F. Swift, Swift & Co., Chicago; T. W. Taliaferro, Hammond Standish & Co., Detroit; Thomas E. Wilson, Wilson & Co., Chicago.

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MR. CHIEF JUSTICE.

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FRIEND OF THE PRODUCER.

Thomas E. Wilson, president of Wilson & Co., has headed the Committee to Confer with Livestock Producers ever since it was formed.

ployments Plans, and Marketing Methods (Pork).

A reading of the roster of committees and their personnel in itself is sufficient to indicate the extent to which packers are giving cooperation to President Wm. Whitfield Woods and



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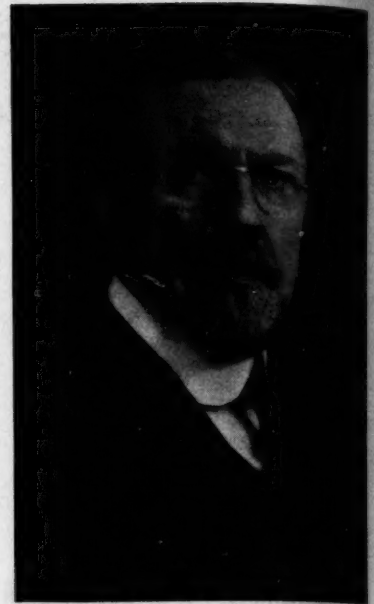
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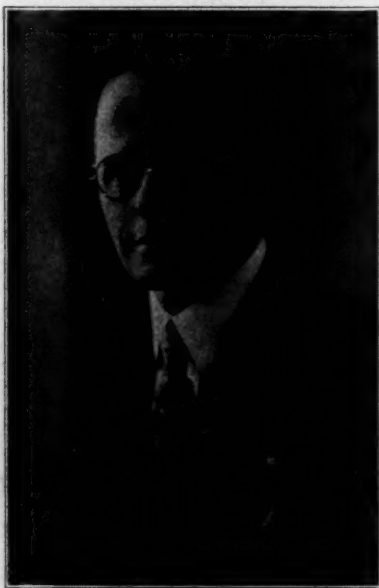
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**NUTRITION.**—W. D. Richardson, Chairman, Swift & Co., Chicago; Fred-



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**CANNED HAMS AND SIMILAR PRODUCTS.**—L. M. Tolman, Chairman, Wil-



CONSUMER MUST BE SERVED.

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**NATIONAL COUNCILLOR** (Chamber of Commerce of the United States).—George L. Franklin, Dunlevy-Franklin Company, Pittsburgh, Pa.

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**FIRE AND ACCIDENT PREVENTION.**—N. L. Brainard, Chairman, Swift & Co., Chicago; A. Downing, Hygrade Food Products Corp., Chicago; E. E. Drews, Libby, McNeill & Libby, Chicago; A. B. Drummond, Wilson & Co., Chicago; Leslie Halliday, Geo. A. Hormel & Co., Austin, Minn.; C. B. Magruder, Wm. Schludenberg-T. J. Kurdle Co., Baltimore; E. J. McCann, Jacob E. Decker & Sons, Mason City, Iowa; W. F. McClellan, Armour and Company, Chicago; I. Thomas Webber, Rath Packing Co., Waterloo, Iowa; R. E. Yocum, Cudahy Packing Co., Chicago.

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HE WATCHES FOR LEAKS.

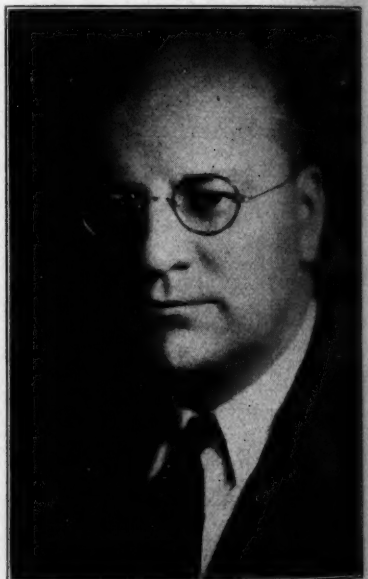
T. George Lee, president of Armour and Company, heads the Commission on Elimination of Waste, which started the movement to turn the packer's totals from red to black.

delphia; C. J. Faulkner, jr., Armour and Co., Chicago; Frank M. Firor, Adolf Gobel, Inc., New York; D. R. Howland, Miller and Hart, Chicago; Frank A. Hunter, East Side Packing Co., East St. Louis, Ill.; Oscar G. Mayer, Oscar Mayer & Co., Chicago; Myron McMillan, J. T. McMillan Co., St. Paul; J. P. Murphy, Blayney-Murphy Co., Denver; Henry Neuhoft, Neuhoft Packing Co., Nashville, Tenn.; John W. Rath, Rath Packing Co., Waterloo, Ia.; H. A. Schanz, Cleveland Provision Co., Cleveland; G. C. Shepard, Cudahy Packing Co., Chicago; Thomas E. Wilson, Wilson & Co., Chicago.

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**Section on Wastes in Plant Operations.**—R. F. Eagle, Wilson & Co., Chicago; H. P. Henschien, Chicago; H. J. Koenig, Armour and Co., Chicago.

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Oscar G. Mayer, president of Oscar Mayer & Co., chairman of the Committee on Inspection.



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## More for Truck Dollar

Best results are obtained from meat plant equipment when pains are taken not only to choose that which is well designed and constructed, but that also which is well suited to the particular work to be done.

This same fundamental principle applies to motor trucks. The most efficient results will not be obtained if the one responsible for truck purchases is not thoroughly familiar with the various conditions of meat transportation, and if he does not choose equipment suitable to the particular conditions under which it will operate.

The meat industry is at the threshold of a new era in meat transportation. The rapid extension of hard roads, a changing trend in retailers' buying habits, the development of insulated and refrigerated bodies, the organization of refrigerated truck lines, the advent of quick-frozen foods, the dictates of competition, and other factors are making it necessary that the packer give more thought to his transportation methods than ever before.

Whatever view he takes of his truck fleet and its work, the insulated and the refrigerated truck loom large in the picture. On the one hand are the demands of retailers that their purchases be delivered in refrigerated or at least insulated trucks. On the other are considerations of better service, economies in delivery costs, delivery of meats in better condition, enlargement of sales territories, etc., clamoring for attention.

Insulated and refrigerated trucks are not a novelty in the meat industry. Most packers have come to recognize them as efficient aids, but insulated and refrigerated trucks that leave no room for improvement in design or construction are yet scarce enough to be somewhat of a novelty.

No one can be blamed for this. It is a condition that is quite sure to exist when equipment is developed quickly to meet sudden needs. The truck body builder should not be criticized. His job, in most cases, is to build bodies to specifications. He could not be expected to be thoroughly familiar with all the exacting requirements of meat handling.

The packer, in many cases, knew what he wanted in the way of an insulated or truck body, but he could not always translate his ideas into specifications. The result has been that some insulated and refrigerated trucks that have fallen short of meeting expectations and needs have been placed in service.

These experiences, while they have been expensive in some cases, have not been valueless. The truck body builder is learning more about meats and the requirements for their safe handling. The packer is finding the weak spots in his pet theories, and is changing his ideas where he finds such changes will be helpful in producing vehicles better suited to his needs.

This is resulting in insulated and refrigerated trucks better designed and better suited to particular conditions. Sizes and weights are being coordinated with average loads, refrigerating and insulating practices are being improved, construction better able to meet the exacting demands is being developed, and general lines and appearances are being refined, thus adding to the truck's advertising value.

## Efficiency Inside and Out

One of the greatest deficiencies in the meat industry today lies in its merchandising and distribution set-up. The major problem of the meat packer today is not what can be processed and manufactured economically, but what can be sold profitably and delivered at reasonable cost.

Closely associated with merchandising and distribution is the need for sustained, far-sighted advertising to create consumer demand. The stimulus, not of blatant ballyhoo, but of well-conceived publicity is more valuable than now seems to be appreciated by many packers.

Good advertising will not only sell consumers on a packer's wrapped, packaged, trade-marked and branded products, but if it is done consistently it will keep them sold.

Quantity production is worth striving for as a means of reducing unit costs all along the line, from livestock pens to retail store. But there needs to be a more general appreciation of the fact that quantity operations are by no means an invariable assurance of quantity profits. There are exceptions, of course.

But the plant that produces and distributes for less than it costs a competitor can sell for less.

Complaints of price-cutting are sometimes heard, where as a matter of fact, no price-cutting is intended or indulged in. There can be no price-cutting when a fair margin of profits results from a sale. But there can be inefficiency in production and distribution to an extent that will not permit one packer to sell as cheaply as another, and still make a profit.

The meat packer who consistently ignores new trends, methods, developments and practices in merchandising and distribution opens wide the door to trouble. Wrapping, packaging, branding, trademarking, insulated and refrigerated trucks, advertising and publicity, sales analysis, etc., these are some of the means necessary to efficiency and low costs in getting plant output to retail outlets. They are becoming as necessary and profitable as the modern, up-to-date machines the packer has installed in his plant.

# Practical Points for the Trade

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## Using Pigskins and Snouts

Some packers are finding a plentiful supply of pigskins and snouts on hand, and are asking how these can be utilized. These are highly edible products and find wide consumer demand. One packer writes as follows:

Editor The National Provisioner:

We have a large supply of pigskins and snouts on hand, and would like to know of some products in which we could use them up. Can you give us a formula and operating instructions for the manufacture of such products?

Perhaps the best utilization of the skins and snouts is in souse and head cheese. This inquirer does not say whether the product he has on hand is pickled or fresh frozen.

### Making Souse.

A good commercial formula for the manufacture of souse without the use of pigs' feet is as follows:

#### Meats:

- 50 lbs. pickled pig snouts
- 20 lbs. pickled skins
- 20 lbs. dry-cured beef trimmings
- 10 lbs. tripe

#### Seasonings:

- 8 oz. white pepper
- 8 lbs. vinegar, 45 grain
- 30 lbs. jelly water.

**Cooking.**—Cook the snouts and skins together for about two hours at boiling point in a steam jacketed kettle. After being cooked, remove from the kettle, but allow the liquid to remain.

It is advisable to cook the meats in nets, so they may be easily removed when cooked. Then skim grease off the top of the meat liquid, and turn on steam and boil the liquid for about one hour. This will give it a strong consistency.

Cook the dry-cured beef trimmings for about one hour, depending on their size, in an ordinary cooking vat at boiling temperature.

Cook the tripe for about 2½ hours at boiling temperature in an ordinary cooking vat.

The steam-jacketed kettle in which the snouts and skins are cooked should be elevated from the floor, so the liquid may be drawn into a clean receptacle. Place three or four thicknesses of cheese cloth over the valve, to strain the liquid as it comes from the kettle, so as to be sure of having a good, clear jelly.

**Mixing.**—Pig snouts may be chopped by hand, or machine ground through the 1-inch plate of the hasher. The dry cured beef trimmings and tripe

should be ground through the ¾-inch plate of the hasher. Skins are to be ground through the ½-inch plate of the hasher.

Then put the ground meats in the mixing truck, adding the vinegar, pepper and meat liquid, and mix thoroughly. When well mixed, place in the cooler at a temperature of from 36 deg. to 40 deg., and allow the product to remain there in the truck for about 1½ hours.

During this period the grease will rise to the top. It is good practice to skim off the grease about three times during the period the mixture remains in the truck.

**Cooling.**—The product is then filled in pans or special containers and placed in the cooler, where it should be held for about 24 hours, to thoroughly chill and set.

If filled into tins before placing in the cooler, it is customary to dump it out of the tin before preparing for shipment. If special containers are used, the product is shipped in them and is held in these containers in the retail market until ready for use. This has the advantage of carrying the manufacturer's name all the way to the consumer.

**Packaging.**—When tins are used some producers have their monogram on the bottom, so the souse will show this monogram when removed from the tin and turned upside down.

Also, it is customary to place several slices of lemon in the bottom of each tin, one piece in each end and one in the center, which will appear on top of the meat when removed from the tins. This adds to the attractiveness of the product on the display counter in the meat market.

If an onion flavor is desired in the product, add 1 peeled onion to each 100 lbs. of meat.

If the product is not shipped in a container, it should be wrapped in parchment paper.

Formula and instructions for the manufacture of head cheese can be secured by subscribers by sending a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## New Packaging Ideas

For sealing packages wrapped in cellophane a new gummed cellophane tape has been developed. The tape comes in rolls and may be had in colors and in any width desired. The tape adheres firmly to cellophane and is used from a machine similar to the familiar gummed paper machine.

Aluminum foil is among the newer material for wrapping meats being offered to the meat packer. It is light in weight, can be printed and has the advantage of unusualness and distinctiveness. Aluminum collapsible tubes are also a new development. One meat packer is using these for beef extract.

For wrapping large cuts—such as hams, shoulders, etc., and when visibility combined with considerable strength in the wrapping material is desired—a transparent paper with which is incorporated a mesh cloth fabric has been placed on the market. Various colored fabrics with meshes of different widths are available.

Large size is valuable in attracting attention and impressing a product on the minds of customers. Many food manufacturers and some packers are getting good results from giant reproduction of cartons placed on display in retail stores. These large cartons are faithful reproductions of the regular-sized cartons, including the coloring and the printing. They are particularly valuable for use in connection with special displays of products.

Do you use this page to get your questions answered?

## Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me your reprint on  
"Making Dry Sausage."

I am not a subscriber to THE  
NATIONAL PROVISIONER.

Name .....

Street .....

City ..... State .....

5c in stamps enclosed.



## Curing Boston Butts

An inquirer who specializes in pork products asks how to cure "pork goodies" or Boston butts. He says:

Editor The National Provisioner:

Will you kindly give me a formula for curing pork goodies or Boston butts, length of time to be left in pickle, length of time to smoke, etc. I have a demand for this product.

Boston butts will cure in pickle in about eight days, or in considerably less time if they are pumped. However, the choicest butts are cured dry and are handled much as fancy dry cured bacon.

Curing boxes should be lined with packers' waxed paper and the bottoms sprinkled with some of the curing mixture before the first layer of meat is put in. Rub each butt with the curing mixture before packing in the box, and sprinkle some over each layer of meat before the next is added, leaving enough to sprinkle over the top of the final layer.

The curing mixture is made of

3 lbs. salt

1½ lbs. granulated sugar

5 oz. saltpeter

for each 100 lbs. of meat. If sodium nitrate is used instead of saltpeter do not use over 4 oz.

Cure at a temperature of 36 to 38 degs. F.

### PACKER'S SEWAGE DISPOSAL.

(Continued from page 23.)

2.—Evaporation and recovery of all waters containing soluble proteins in commercial concentrations.

3.—Installation of departmental catch basins.

4.—Screening of all floor drains.

5.—Recovery of solids at sources.

A large percentage of the water used in a packinghouse requires no treatment at all, and can be run directly to the sewer without passing through the treating plant. In this classification comes all water used in condensers, such as the ammonia condensers.

One possible exception is the water used in the operation of a tankwater evaporator, which may become contaminated if the tankwater foams to any extent.

### Much Water Needs No Treatment.

The water from oleo chilling vats, from ham boiling and sausage cooking tanks, and the waste water from the laundry, can be disposed of without treatment.

It is advisable, however, as a precautionary measure, to run these waters through a grease separator before discharging them to the sewer.

Some special disposition should be made of curing pickle. While curing pickle contains soluble and putrescible proteins, their recovery is difficult on account of the large percentage of salts

present. These salts also interfere with the action of some sewage disposal plants.

If there is a sufficient volume of these curing pickles it pays to reclaim them for further use in curing. If the quantity is small it may be possible to dispose of them through drainage tile. This is particularly easy if the soil surrounding a packinghouse is of sandy nature.

### Keep Out Raw and Rendered Fats.

Many waste waters from packinghouse processing contains sufficient soluble proteins to warrant evaporation. Cookwater from the rendering tanks, bloodwater from the blood cooking tanks and bone cooking water come under this head.

Many of the difficulties encountered in the operation of sewage disposal plants arise from the presence in the waste water of raw and rendered fats. These should be recovered as close to their source as possible. Such action not only aids the sewage disposal problem, but also increases the volume of the products made from these recovered materials.

The best method for recovering raw and rendered fats is by the installation of catch basins or separators. The water from casing tables, soaking vats, tripe cookers, presses, bone washers and carcass washers should be passed through such separators.

Not only should the grease be kept continually skimmed away from the surface of these separators, but the settlings in the bottom should be removed at frequent intervals. Troughs should also be installed under carcass dressing rails to catch pieces of fat and meat.

### Sewer Openings Should Be Screened.

All openings to sewer outlets should be carefully and effectively screened to prevent solids from being washed away.

Clean-up men should be instructed to sweep all floors carefully before washing them. The solids from the sweeping should be collected together and sent to the rendering department. These instructions are particularly important on killing floors, and in the rough tallow, fancy meat and casing departments.

A large amount of straw, chaff, manure, and undigested food will find its way into the sewage water unless proper measures are taken to recover them at the source.

Contents of beef paunches can be run through a moisture expeller and sold to truck gardeners. The clean-up from the stock pens can be disposed of in the same manner.

The water from the peck and black gut washer and the contents of casings can be settled out in large vats and mixed with the dryer materials from the cattle paunches.

Settlings from the scalding vat and from tank water should not be wasted through the sewer, but should be carefully collected and reprocessed.

The measures outlined here, if diligently followed out and rigidly enforced, will reduce very materially the problems involved in handling of packinghouse sewage.

This discussion was prompted by reading the story of the success of Hormel with a new chlorine method of treating packinghouse waste, which appeared in the February 14 issue of THE NATIONAL PROVISIONER.

## Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

**Baltimore Butterine Co., Baltimore, Md.** For oleomargarine and cooking compound. Trade mark: **CAKE O' GOLD**. Claims use since October 15, 1930. Application serial No. 307,037.

## CAKE O'GOLD

**Baltimore Butterine Co., Baltimore, Md.** For oleomargarine and cooking compound. Trade mark: **MARDEX**. Claims use since October 7, 1930. Application serial No. 307,031.

**Baltimore Butterine Co., Baltimore, Md.** For oleomargarine and cooking compound. Trade mark: **TEM-TASTE**. Claims use since October 7, 1930. Application serial No. 307,032.

**Baltimore Butterine Co., Baltimore, Md.** For oleomargarine and cooking compound. Trade mark: **GOLDEN PEP**. Claims use since October 7, 1930. Application serial No. 307,034.

**Baltimore Butterine Co., Baltimore, Md.** For cooking compound. Trade mark: **TASTI-GOLD**. Claims use since October 7, 1930. Application serial No. 307,038.

## TASTI-GOLD

**The Glidden Co., Cleveland, O.** For oleomargarine made from vegetable oils. Trade mark: **GOLDEN TROCO**. Claims use since November 25, 1930. Application serial No. 308,987.

## Golden Troco

### TRADE MARKS GRANTED.

**Carl Holfelder, Nuremberg, Germany.** For fresh and preserved sausages. Trade mark: **A German city scene**. Published December 2, 1930. No. 280,331.

### LABELS.

**Zoll M. Zilberbrand, Chicago, Ill.** For sausage. Title: **MILBRAND**. Published October 5, 1930. No. 38,393.

### B. A. I. INSPECTION CHANGES.

**Dr. E. S. Dickey**, at present inspector in charge of the Bureau of Animal Industry office at Sioux City, Ia., will be transferred to Ottumwa, Ia., effective April 1. He will take charge of the Ottumwa meat inspection service. **Dr. A. D. Bullock**, for many years a traveling inspector, has been assigned to the Sioux City office.



# GREATER EYE VALUE



"**H**OW nice and large those eggs are" . . . that's what housewives say when they see eggs displayed in Self-Locking Egg Cartons.

The low cut cell brings each egg out—clearly to the view. They look larger—catch the eye, make sales and add to your profits.

*Sample cartons gladly sent on request*

Read this partial list of users. They know the value of display.

Swift & Company	Armour and Company
Morris & Co.	Wilson & Co.
Cudahy Packing Co.	Bowman Dairy Co.
The National Tea Co.	Piggly-Wiggly Stores
Beatrice Creamery Co.	
The Fairmont Creamery Co.	
Kroger Grocery & Baking Co.	
Washington Cooperative Egg & Poultry Association	

## SELF-LOCKING EGG CARTONS

Self-Locking Carton Co. 509 E. Illinois St., Chicago  
PHONE SUPERIOR 3687

**"THE BOX THAT SELLS THE EGGS"**

Sold in greater volume  
and in less time • by the  
aid of the correct package

Familiar names—accepted names—advertised names are placed definitely on the Nation's food shopping list with the help of the correctly designed, properly shaped, attractively-colored package. The right package suggests quality—it completes the sale without the aid of the spoken word. Our inner knowledge of the meat packer's merchandising problems is being used daily by packers who are keen to open new avenues of sales. We are eager to demonstrate how much we can do to lift some of your products out of their present limited sales circle. Our thoughtful, intelligent specialized package service can be of value to you.

ESPECIALLY-BUILT PACKAGES FOR SAUSAGE MEAT  
— LARD — CHILI CON CARNE — FROZEN FRUITS

### KLEEN KUP

The Package That  
Sells Its Contents

**Mono Service Co.**  
NEWARK NEW JERSEY



# A Page for the Packer Salesman

## Changing Retail Trends Offer Opportunities for Salesmen Who Know Their Stuff

If changing retail merchandising conditions are causing troubles and worries for packer salesmen in some instances, they are also creating opportunities for the one who has the foresight and energy to cash in on them.

The situation discussed by a packer salesman in the following letter may never materialize, but if it does there will have to be meat buyers for the voluntary chains and who knows meats and meat buying better than the packer salesman?

Editor THE NATIONAL PROVISIONER:

Much has appeared in THE NATIONAL PROVISIONER recently concerning the changing retail merchandising trends—particularly the trend away from the specialized meat store and toward the general food store. There is another movement that is gaining considerable momentum in my territory and that is of considerable interest to the packer salesmen who are doing business in it. This is the growth of the voluntary chain movement.

We salesmen who have seen a considerable portion of the meat business in our territories taken over by the regular chain stores must view this movement of the independents toward a hook-up with a voluntary chain with considerable interest, and perhaps some apprehension. One wonders, in the event that the voluntary chain movement grows to the extent that now seems possible, what will become of the meat salesman, particularly if centralized meat buying by voluntary chains becomes the standard practice.

### Fewer Packer Salesmen?

In my section of the country the voluntary chain movement has gained considerable momentum. There are no indications, as yet, that the buying for these affiliated stores will be done through a central office, but I seem to see leanings in that direction, particularly in the case of specials and perhaps some standard cuts. But if the practice becomes well settled in the case of some items, it probably will be extended to others and perhaps to all merchandise. If this occurs the packer salesman's place in the picture is going to be of minor importance, if he will have a place in it at all.

If centralized buying by the volun-

If everybody buys  
**Something**—Business  
will soon  
amount to  
**Something**



### NOT A BAD LINE TO TALK!

tary chains is a step forward it will come despite anything the packer salesmen can do about it. And if voluntary chains and centralized buying is in line with progress, the packer salesman probably would not want to do anything about it if he had the power to do so. He is not an obstructionist.

This letter is not written with any idea other than to record the situation as it exists in one section of the country and to call the attention of packer salesmen generally to a situation that may bear watching. There probably will always be packer salesmen, but with a very large percentage of the meat consumed sold through regular and voluntary chains there is a possibility his number will be reduced.

Those who remain, if this situation develops, will be those who by their work have earned the right to consideration—the profitable producers. I think packer salesmen in general will be interested in any developments or trends on the part of the voluntary chains toward centralized buying.

Yours very truly,

PACKER SALESMAN.

### EMPHASIZING PROFITS.

You can say to a retailer "This costs you 20c; you sell it for 30c."

Or you can say, "You sell this for 30c and make a profit of 10c—50 per cent on your cost of 20c."

The first statement emphasizes the cost; the second the large margin of profit. And profit, not cost, is what the retailer is interested in. Talking about profits in terms the retailer will understand is an aid in making sales.

Do you want to help your retail customers improve their bookkeeping methods? Write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

### GOOD DISPLAY BOOSTS SALES.

Few retailers have any empty space on their shelves. There are many products and many brands competing for the customer's attention and favor. And some spots are better than others for display—near the cash register for instance or next to the wrapping counter; and for window display the right hand window—the one next to the door knob. Try to get your goods in a position where they are easily seen and easily reached. When you can do this they will receive customer attention, prompt questions and stimulate sales. Try to have your goods placed where the retailer and his clerks will also see them. Goods are more liable to be recommended to customers when they are in positions where they have the attention of the store sales force.

### SHOW RETAILERS HOW TO SELL.

The retailer is interested primarily in profits. He wants merchandise that will turn over, and in the process leave in his cash register a little more than was taken out to pay for them. Too few packer salesmen take pains to make clear to retailers and clerks the real selling points of their products. They leave it to the store personnel to dig out the facts for themselves. As a result the products with which the clerks are thoroughly familiar and about which it is easy for them to talk are the ones that are liable to be pushed with customers.

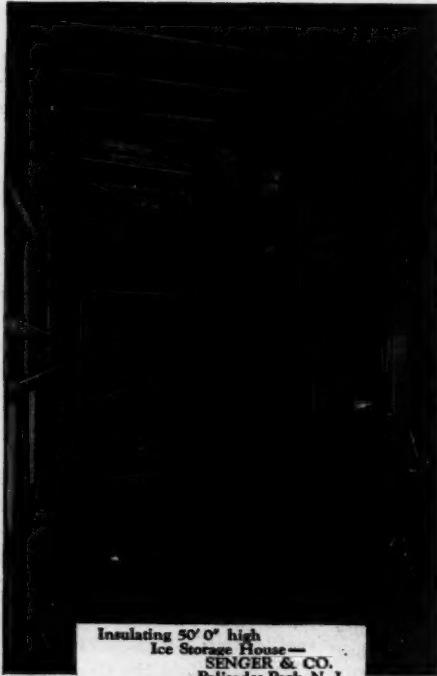
Good salesmanship takes resalesmanship into account. It not only sells the goods to the retailer but it goes a step further and shows the retailer how to pass on the goods to the consumer.

### PROVING STATEMENTS.

It's easy for a packer salesman to tell a retailer that his firm's goods sell, but it is more convincing to prove it. Sometimes facts on what some other retailer is doing will turn the trick. Sometimes a demonstration is necessary. Quite often a retailer will be convinced if the salesman will make a sale or two to customers who come into the store.

And after all, the salesman sells something more than merchandise. He is also a dealer in service and profits. He knows more about the goods he handles than does the retailer, and a demonstration or two may not only make a sale but it may also teach the retailer and his clerks how to sell the line. This is good for the retailer and for the firm the salesman represents.

## UNITED'S CORKBOARD



Insulating 50' 0" high  
Ice Storage House—  
SENGER & CO.  
Palisades Park, N. J.

**50,000 Jobs**  
are proof of the economy of  
**UNITED'S SERVICE**

An interview with one of our Engineers costs you nothing.  
If you don't get in touch with us, we both lose the chance  
of a profitable transaction.

Write

**UNITED CORK COMPANIES**  
Lyndhurst, N. J.

## UNITED'S SERVICE

Please attach business card or letterhead

UNITED CORK COMPANIES,  
Lyndhurst, N. J.

Without obligation please send your "Handbook on  
Insulation." We are contemplating installing new insula-  
tion on or about—

CLIP

Date .....

MAIL

Name .....

Firm .....

Address .....

Send Your Representative

Check ☐

## FAULTLESS REFRIGERATION FOR THE PACKER



**TEMPERATURE** control in the packing industry is your guardian of profits. Vilter points to many outstanding installations for packers. A typical job is shown... engineered for T. M. Sinclair & Co., Ltd., Cedar Rapids, Iowa. Almost five years since Vilter made the first installation... and only reorders since! Industry knows that only the best is good enough to bear the Vilter nameplate!

**THE VILTER MANUFACTURING CO.**  
2118 SO. 1st ST. . . . MILWAUKEE, WIS.

Data and bulletins on  
any phase of refrigeration for packers is  
yours for the asking.

**Vilter**  
ICE-MAKING AND  
REFRIGERATING  
MACHINERY

44-30



# Refrigeration and Frozen Foods

## COURT RULES ON DRY ICE.

On Monday, March 9, the U. S. Supreme Court handed down its decision in the suit brought by the Dry-Ice Corporation, under one of its one hundred patents, against the Carbice Corporation. In this suit the federal Circuit Court of Appeals had held the patent valid, and that holding of validity was not disturbed by the Supreme Court decision.

"The Supreme Court said that the invention claimed is for a particular kind of a package employing solid carbon dioxide in a new combination, and pointed out that if the patent is valid the owner can, of course, prohibit entirely the manufacture, sale or use of such packages or can grant licenses.

"Since the validity of the patent, as sustained by the Court of Appeals, has not been disturbed, the Dry-Ice Corporation is now forced to seek its remedies for infringement of this patent by suing directly against the user of solid carbon dioxide who makes the patented package without license. For this purpose a new suit is being filed.

"The Dry-Ice Corporation had desired not to sue customers, and had preferred to confine its infringement suits to those who sold solid carbon dioxide for infringing use. The Supreme Court, however, disapproved that procedure. In no way was the true patent monopoly limited or curtailed.

"Since the validity of the patent remains undisturbed, the Supreme Court decision is decidedly beneficial to the Dry-Ice Corporation, because it designates the proper procedure for protecting the company's valuable patent rights. The Dry-Ice Corporation of America operates directly a chain of eighteen plants and twenty-seven sales outlets distributing its product to all parts of the United States. Its product, under the trade-mark 'Dry-Ice,' is used in the refrigeration of railroad cars, trucks, ships and independent packages for mail and express shipment. It is of large and growing importance in the refrigerated transportation of meat, fish, ice cream, milk, frozen foods and many other perishable products.

"During the year past approximately 30,000 tons of 'Dry-Ice' were used in the United States. In its decision the U. S. Circuit Court of Appeals pointed out that the Dry-Ice Corporation had 'created a new industry.'"

## REFRIGERATION NOTES.

The plant of the Banner Ice Co., now being constructed in San Angelo, Tex., will be placed in operation May 1, it has been announced.

Terminal Ice & Cold Storage Co., which operates plants in Portland and Salem, Ore., has started construction work on a cold storage plant in Hillsboro, Ore.

Walnut Springs Ice & Cold Storage Co., Woodsboro, Tex., has recently completed the installation of new equipment in its plant.

Dixie Ice & Cold Storage Co., Millville, N. J., has been purchased by Robert Whitaker & Son.

Consumers Ice & Cold Storage Co., Sacramento, Calif., has awarded contract for the construction of a new plant.

Quick-Kold Corporation has started construction of a plant for the manufacture of solid carbon dioxide at its CO. well near Delta, Colo.

Bentonville Ice & Cold Storage Co., Fort Smith, Ark., has been incorporated with a capital stock of \$8,000.

Department of Correction, State Capitol, Albany, N. Y., is planning the installation of cold storage facilities at the New York State Reformatory for Women.

Department of Hospitals, New York City, is planning the construction of a refrigerating plant on Randall Island. The estimated cost is \$40,000.

Evansville Ice & Cold Storage Co., Evansville, Ind., has awarded a contract for a refrigerating plant to cost \$25,000. It will be erected at Eighth and Court sts.

Erection of a cold storage and ice plant to cost \$100,000 is planned by the Southwest Food & Refrigerating Co., Tampa, Fla.

A cold storage department will be added to the plant of the W. C. Anderson Commission Co., Salina, Kan.

An ice plant to cost about \$100,000 will be built in Monroe, La., by Wm. A. Sailer.

## MEAT INSPECTION CHANGES.

Changes in the federal meat inspection service are reported by the U. S. Bureau of Animal Industry as follows:

Inspection granted.—H. J. Heinz Co., 1062 Progress st., Pittsburgh, Pa.; Kingan & Co., Inc., Peters and Fair sts., Atlanta, Ga.

Meat inspection withdrawn.—Armour and Company, Elm and Mulberry sts., Helena, Ark.; Kingan & Co., 630 Pennsylvania ave. N. W., Washington, D. C.; Ray Provision Co., Center Market, Washington, D. C.; V. Kordalewski, Inc., 5 Day st., Manton, R. I.; C. A. Freund Packing Co., 1215 West Liberty st., Cincinnati, O.

Inspection extended.—North Packing & Provision Co., Somerville, Mass., to include White, Pevey & Dexter Co.; Northwest Food Products Co., Seattle, Wash., to include Hedlund & Co.; Illinois Meat Co., Chicago, to include Broadcast Foods, Inc.

Change in name.—Jacob Branfman & Son, Inc., 178 Delancey st., New York City, instead of Jacob Branfman.

## PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on March 1, 1931, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Mar. 1, 1931.	Mar. 1, 1930.	5-yr. av., Mar. 1.
	M lbs.	M lbs.	M lbs.
Butter, creamery .....	30,595	46,530	21,422
Cheese, American .....	47,884	47,818	45,266
Cheese, Swiss .....	8,362	7,417	7,013
Cheese, brick and			
Munster .....	654	1,065	1,289
Cheese, Limburger .....	473	810	1,106
Cheese, all other .....	4,363	4,781	4,761
Eggs, case .....	407	84	66
Eggs, frozen .....	73,737	35,192	31,003

## COOKING BEFORE FREEZING.

Discovery of a process to prevent the fermentation of fruits and vegetables frozen for storage has been announced by the British Department of Scientific and Industrial Research.

It has been found that if vegetables are boiled or partially cooked before they are frozen, their color and flavor are preserved unimpaired, while no unpleasant odors develop. Hitherto the problem has been to destroy the action of the enzymes. Freezing merely held them in suspension, but during the actual freezing process and during and after thawing deterioration took place.

Boiling, it has been found, destroys the enzymes completely and permanently. The vegetables may then be frozen and stored in suitable containers, either under a liquid covering or exposed to air. The experiments were carried out at the Low Temperature Research Station in cooperation with Cambridge University.

An official of the Department of Scientific Research stated the method might be utilized by the canning industry. Peas which have been blanched, frozen and then cooked resemble fresh peas much more nearly in appearance and flavor than canned peas. This official said further:

"In our experiments peas were stored at temperatures of 27, 23, 14 and 0 degs. Fahr. for four weeks, and then were thawed and cooked. At each temperature there had been a breaking down of the tissue components due to fermentation, affecting both color and flavor. The process was less at the lower temperatures, but even at 0 degs. Fahr. slight changes occurred and there was an objectionable flavor.

"On the other hand, peas cooked for about eight minutes and then frozen in water at 0 degs. Fahr. have been kept successfully for four months, and there seems to be no reason why this period could not be extended. After thawing and cooking the color was excellent and there was no trace of bad flavor."

## COLD STORAGE IN CALIFORNIA.

During the 18 months ended September 30, 1930, cold storage warehouses in California increased from 59 to 64, according to a report by Dr. Walter M. Dickie, director of the state department of public health. On this date there were 150,488,060 lbs. of perishable food products in storage, together with 997,514 cases of eggs and 854,314 gallons of beverages and fruit juices.

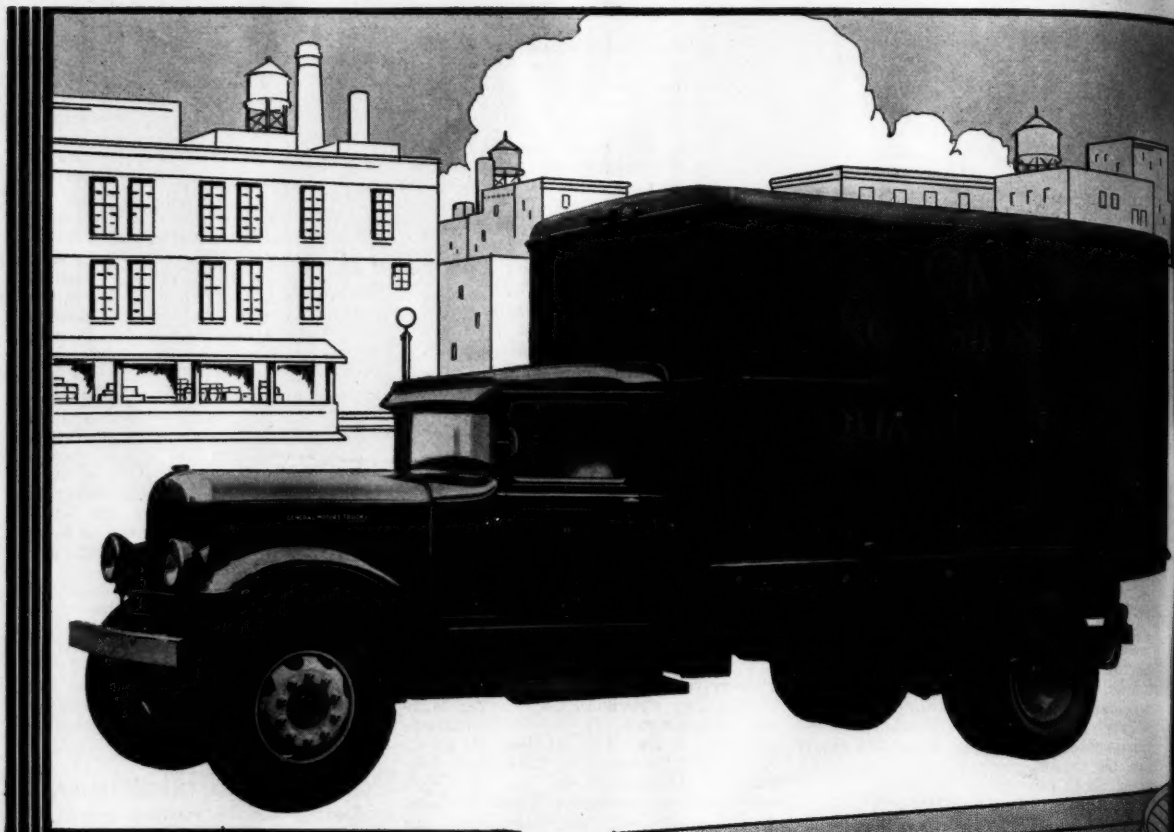
## FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on March 1, 1931, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Mar. 1, 1931.	Mar. 1, 1930.	5-yr. av., Mar. 1.
	M lbs.	M lbs.	M lbs.
Broilers .....	11,533	19,482	14,816
Fryers .....	8,105	11,082	8,277
Roasters .....	27,909	37,424	33,720
Fowls .....	19,573	17,510	14,963
Turkeys .....	8,557	14,388	12,007
Miscellaneous .....	19,519	35,286	26,548

# These FACTS may help

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Fertilizer  
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This plant operating and serving a trade within a radius of 150 miles. Splendid territory with low selling cost. Inventory of meats and supplies approximately \$75,000.00; Real Estate and equipment ap-

praised at \$153,000.00. Inspection of plant and equipment to those interested is invited.

By order of the District Court of the United States, the undersigned will offer for sale and bids will be received on or before 10:00 A.M., March 27th, 1931, and all bidders will be given the opportunity at a meeting of creditors in the office of E. R. Meyer, Referee in Bankruptcy, Citizen's National Bank Building, Zanesville, Ohio, at 10:00 A.M., March 27th, 1931, to make further bids. All bids subject to confirmation of the court.

## The New Zanesville Provision Company

PHONE MAIN 1800

C. O. STEWART, Trustee

ZANESVILLE, OHIO

## Much Improvement Shown in Hog Cut-Out Values

The storm prevailing in the Central West over the week end resulted in considerably smaller receipts of hogs during the first four days of the week just ended, with a consequent upturn in the price of fresh cut, city trim loins, shoulders, Boston butts and certain other cuts moving into the trade fresh. There has been some strengthening in the market of green cuts for cure, also.

Even though live hogs have been higher these factors have tended to reduce the cutting loss on hogs this week, three of the four averages shown in the following test being better than the results of a week ago.

During the week at Chicago, the top price went back to \$8.35 the equal of the high point of the year, and the highest average price at \$7.77 was over a dollar higher than the low point of the year.

Receipts at the eleven principal markets for the first four days of the week at 330,000 head were about 20,000 less than a week ago, well under the receipts of the same period a year ago, but higher than the runs in the same period of 1929.

While it is a question whether the

higher prices for some fresh pork cuts will prevail as they are attributed in large measure to unusual conditions, there has been an improvement in demand since the first of March although it can not be regarded as up to normal. Slowed up demand is resulting in considerable accumulations of pork meats, in the freezer and in curing cellars which declines in hog runs or improvement in consumer buying power would reduce quickly.

In the meantime packers can well afford to keep a weather eye on the cut-out value of hogs and to bear in mind that much of the carcass remains to be disposed of other than the por-

tions in demand in the fresh pork market and that the increased price penalties added to take care of the fresh trade may impose a burden on the cured market.

The tests below are worked out on the basis of live hog costs and product prices at Chicago during the first four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Arbitrary by-product credits and general costs are used, although these are made as nearly representative as possible. As they vary in different plants each packer should substitute figures in keeping with his local conditions.

### DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended March 7, 1931, amounted to 6,572 metric tons, compared with 6,437 metric tons last week, and 4,620 metric tons for the same week of last year.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$2.04	\$1.79	\$1.76	\$1.63
Picnics	.53	.48	.46	.41
Boston butts	.90	.80	.80	.80
Pork loins (blade in)	1.77	1.53	1.32	1.18
Bellies, light	1.76	1.65	.80	.80
Bellies, heavy	...	...	.53	1.40
Fat backs	...	...	.32	.42
Plates and jowls	.11	.12	.16	.19
Raw leaf	.15	.17	.17	.17
P. S. lard, rend. wt.	1.07	1.18	1.07	.90
Spare ribs	.14	.12	.12	.12
Regular trimmings	.14	.14	.14	.14
Rough feet	.03	.03	.03	.03
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value	\$8.40	\$7.95	\$7.52	\$7.35
Total cutting yield	66.00%	68.00%	70.00%	71.00%
Crediting edible and inedible offal to the above total cutting values and deducting from this sum the live cost of hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$ .26	\$ .65	\$ .75	\$ .48
Loss per hog	\$ .44	\$1.50	\$1.78	\$1.36



# Provision and Lard Markets

## WEEKLY REVIEW

**Market Steadier—Products Firmer—Hogs Higher—Movement Moderate—Fair Shipping Demand.**

A better tone prevailed in the provision market, both for hogs and products, with some gain in price during the week and some evidence of a little more confidence. A study of the situation tends to indicate that there is developing a somewhat more confident feeling in business generally. The improvement in values in January and February on the New York Stock Exchange was upwards of \$8,000,000,000, and when the securities on the curb and on the outside market are taken into consideration the advance in values was much larger. This means just that much added to the credit position of the country and so much increase in the general confidence in the business and securities position.

There has been some gain in products values. Cotton is up about  $1\frac{1}{2}$ c a lb. from the low point, sugar is up about  $\frac{1}{4}$ c from the low point, cottonseed oil has improved moderately, lard has improved from the low point, new crop wheat has also gained somewhat and the Canadian markets are somewhat higher. Corn has also improved and there has been some gain in other commodity markets. The gains are not large, but reflect the beginning of a more constructive feeling.

The hog movement is not heavy. Receipts last week were less than last year, and the packing at Chicago is only fractionally larger than last year. Total receipts of livestock at Chicago last week were the same as last year, and there is no evidence of any pressure of livestock on the market.

### Hog Slaughter Less.

The U. S. Department of Agriculture report on slaughter of livestock for 1930 and the resulting product shows interesting totals. The comparative figures of the slaughter for the year in thousands, follow:

LIVESTOCK SLAUGHTER.			
	1930.	1929.	3-yr. av.
Cattle .....	8,170,000	8,324,000	8,770,000
Calves .....	4,595,000	4,480,000	4,682,000
Hogs .....	44,266,000	48,445,000	47,291,000
Sheep .....	16,696,000	14,029,000	13,465,000
Total .....	73,687,000	75,980,000	74,208,000
PRODUCT.			
Beef, lbs. ....	4,245,000	4,275,000	4,442,000
Veal, lbs. ....	459,000	452,000	469,000
Pork, lbs. ....	7,718,000	8,430,000	8,247,000
Mutton, lbs. ....	650,000	545,000	523,000
Total, lbs. ....	13,070,000	13,675,000	13,680,000

The average dressed weight of the cattle was 523.05 lbs., against 517.24 lbs. last year and 510.48 lbs. for the 3-year average. Hogs, 174.80 lbs., against 174.60 and 175.13. In view of the feeding conditions this year and the general distress in the country on account of the drought, it is rather extraordinary that the average weight of cattle shows an increase and the average weight of hogs is fractionally more

than last year and only slightly below the 3-year average. This condition also held in sheep, showing that there was no forced marketing of unfinished livestock.

### Lard Exports Again Decline.

The figures for product show that the total was not only less than last year but less than the average. The decrease being 605,000,000 lbs. compared with last year, and 610,000,000 lbs. compared with the 3-year average. Some of this decrease was offset by a decrease of nearly 200,000,000 lbs. in the exports of lard and a decrease of 72,000,000 lbs. in cured pork. On the other hand there was a decrease of stocks in the country, but the figures would seem to indicate that there was a fractional decrease in the domestic distribution. With ordinary conditions, this decrease would probably not have had any influence in the resulting prices.

The figures on the costs of livestock, average yield and live weights for the month of January continue to show encouraging conditions. The average yield of cattle showed a higher per cent than either December or January last year, calves were almost as high, hogs were higher than December and only a fraction lower than a year ago, and the yield of sheep and lambs was also excellent. Weights were higher in every case, still showing that the feeding situation is not being reflected into values.

The exports for the two months show a little loss in lard, the decline being about 8,000,000 lbs. compared with the moderate movement of last year. It is very interesting to note that the exports of lard to the United Kingdom show an increase, while the exports to other countries show a decrease. The exports of bacon were 12,068,000 lbs., against 26,182,000 lbs. last year, there being a decrease to all European countries. There was also a decrease in the exports of hams and shoulders, as well as a decrease in pickle pork.

**PORK**—Demand was fairly good at New York, and the market was inclined higher. Mess was quoted at \$26.50; family, \$27.50; fat backs, \$19.00@21.00.

**LARD**—The market backed and filled. Cash trade was fairly good. At New York, prime western was quoted at \$9.45@9.55; middle western, \$9.30@9.40; city, 8¢@9¢; refined continent, 10¢; South America, 10½¢; Brazil kegs, 11½¢; compound, car lots, 10¢; smaller lots, 10½¢.

At Chicago, regular lard in round lots was quoted 2½¢ over March; loose lard, 62½¢ under March; leaf lard, 82½¢ under March.

See page 47 for later markets.

**BEEF**—While demand was moderate, the market ruled steady at New York. Packet was quoted at \$15.00@16.00; family, \$17.00@18.50; extra India mess, \$34.00@36.00; No. 1 canned corned beef, \$3.25; No. 2, \$5.50; 6lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

### Meat Products in Storage

About 7,000,000 lbs. more pork went into freezers during February than in the same month a year ago. The total to freezers amounted to 91,417,000 lbs., compared with a little over 84,000,000 lbs. in February, 1930. Total frozen pork on hand on March 1 was considerably larger than a month and a year ago, or than the five-year average on that date.

This large quantity of meat in the freezer is accounted for in part by the fact that many packers now freeze their hams, shoulders and bellies to be held for future cure, rather than curing and back packing. This has added materially to the product ordinarily sold fresh and is sent to the freezer when the fresh market is glutted.

While there were considerable increases in the quantities of dry salt meats in cure on March 1, compared with a month and a year ago, this figure is well under the five-year average on March 1. Pickled pork, on the other hand, has shown steady gains over the comparative periods.

Lard stocks, while showing considerable increase during February, are well under those of a year ago, and are more than 36,000,000 lbs. under the five-year average.

In general, stocks are well held, and with the approach of the spring and summer months and a reduction in hog receipts it should be possible to realize on holdings. The general industrial situation evidently holds the key to the profitable disposition of the packer's stocks. This offers every indication of an upward trend.

Stocks on hand in the United States in cold storage warehouses and packers curing cellars and freezers on the first of March, compared with a month ago and the five-year average on March 1, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Mar. 1, '31.	Feb. 1, '31.	5-yr. Av.,
	lbs.	lbs.	Mar. 1, lbs.
Beef, frozen ..	47,290,000	52,130,000	58,692,000
In cure .....	10,223,000	10,799,000	11,451,000
Cured .....	10,047,000	9,499,000	12,622,000
Pork, frozen ..	205,212,000	215,422,000	214,205,000
D. S. in cure ..	73,775,000	67,598,000	71,990,000
D. S. cured ..	59,147,000	40,796,000	69,910,000
S. P. in cure ..	260,290,000	244,119,000	259,235,000
S. P. cured ..	193,572,000	158,329,000	164,238,000
Lamb and Mutton, frozen ..	3,539,000	4,061,000	4,020,000
Misc. meats ..	22,592,000	23,747,000	23,419,000
Lard .....	75,450,000	62,624,000	112,022,000
Product placed in cure ..		During	During
		Feb., 1931.	Feb., 1930.
Pork frozen .....		91,417,000	84,218,000
D. S. pork placed in cure ..		72,494,000	65,776,000
S. P. pork placed in cure ..		179,135,000	187,771,000

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Mar. 12, 1931, show exports from that country were as follows: To England, 8,058 quarters; to the Continent, 24,395 quarters.

Exports of the previous week were as follows: To England, 158,615 quarters; to the Continent, 26,880 quarters.

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### PORK PRODUCTS EXPORTS.

Exports of pork products from prin-  
cipal ports of the United States during  
the week ended March 7, 1931:

#### HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	—Week ended—		Jan. 1,
	Mar. 7,	Mar. 8,	Mar. 7,
	1931.	1930.	1931.
	M lbs.	M lbs.	M lbs.
Total	364	1,136	550
To Belgium	18	28	7
United Kingdom	307	896	536
Other Europe	61	451	69
Cuba	8	58	1
Other countries	31	212	13

#### BACON, INCLUDING CUMBERLANDS.

	Jan. 1,
	Mar. 7,
	1931.
	M lbs.
Total	944
To Germany	28
United Kingdom	801
Other Europe	61
Cuba	22
Other countries	32

#### LARD.

	10,675	13,062	17,504	143,259
Total	10,675	13,062	17,504	143,259
To Germany	2,908	2,240	3,259	33,196
Netherlands	763	1,887	2,418	8,057
United Kingdom	3,396	4,717	8,509	60,584
Other Europe	883	1,674	644	8,570
Cuba	578	1,450	822	11,872
Other countries	2,145	1,105	1,762	20,980

### PICKLED PORK.

Total	63	308	54	2,329
To United Kingdom	63	308	54	2,329
Other Europe	1	5	1	68
Canada	41	216	21	738
Other countries	21	25	30	1,210

#### TOTAL EXPORTS BY PORTS.

	Week ended March 7, 1931.
	Hams and shoulders, Bacon, Lard, Pickled pork.
	M lbs. M lbs. M lbs. M lbs.
Total	364 944 10,675 63
Boston	115 6
Detroit	307 231 650
Port Huron	194 86
Key West	3 1 408 6
New Orleans	36 29 2,315 15
New York	18 683 6,800 1
Philadelphia	94

#### DESTINATION OF EXPORTS.

	Hams and shoulders, Bacon, Lard, Pickled pork.
	M lbs. M lbs. M lbs. M lbs.
Exported to:	
United Kingdom (total)	307 801
Liverpool	224 196
London	45 282
Manchester	2
Glasgow	31 77
Other United Kingdom	5 246
Exported to:	
Germany (total)	2,908
Hamburg	2,579
Other Germany	329

### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats  
and local slaughters under federal in-  
spection at New York for week ended  
Mar. 7, 1931, with comparisons:

	Week ended Mar. 7,	Prev. week.	Cur. week, 1930.
West. drad. meats:			
Steers, carcasses	9,034	6,835	5,280
Cows, carcasses	640 1/2	878	1,185
Bulls, carcasses	171	262	187
Veals, carcasses	11,455	12,480	11,060
Lambs, carcasses	23,504	25,572	27,474
Mutton, carcasses	1,341	2,240	8,000
Beef cuts, lbs.	267,121	210,461	313,477
Pork, lbs.	2,484,014	2,641,829	2,040,345
Local slaughters:			
Cattle	8,446	8,175	8,284
Calves	15,412	13,946	13,705
Hogs	46,050	44,807	51,740
Sheep	70,529	60,024	68,210

### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats  
and local slaughters under city and fed-  
eral inspection at Philadelphia for the  
week ended March 7, 1931:

	Week ended Mar. 7,	Prev. week.	Cur. week, 1930.
West. drad. meats:			
Steers, carcasses	2,119	2,387	1,960
Cows, carcasses	787	793	948
Bulls, carcasses	173	201	180
Veals, carcasses	1,734	1,760	1,661
Lambs, carcasses	13,734	12,711	13,300
Mutton, carcasses	1,016	1,080	1,000
Pork, lbs.	562,948	584,577	521,000
Local slaughters:			
Cattle	1,311	1,316	1,300
Calves	2,026	2,522	2,100
Hogs	13,805	15,004	16,000
Sheep	4,670	4,704	5,000

### JAN. ARGENTINE SLAUGHTERS.

Livestock slaughters at Argentina  
during January, 1931, are reported to  
the U. S. Department of Commerce as  
follows: Cattle, 306,000; hogs, 46,000;  
sheep, 57,000.

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## POWERS REGULATOR CO.



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The better feeling in tallow recently was more in evidence the past week, the market taking on a distinctly stronger tone in the East. There was a fair volume of trade in extra f.o.b. New York at 3½c, followed by a fair business at 3¼c, f.o.b. In some quarters there was talk of 2,000,000 to 3,000,000 lbs. having changed hands the past two or three weeks, with intimations that additional export business had been accomplished.

Domestic consumers were interested mostly in later shipments, but it was apparent that the recent business had placed producers in a well sold-up position. Buyers are not anxious to follow upturns as yet, but, nevertheless, it was said that the larger packers' extra at New York could not be bought under 4c f.o.b. It appeared as though some outside stuff was on the market on the upturn, and that the latter was making for an orderly recovery. Sentiment as a whole was more friendly, and there was less tendency to emphasize developments in other commodity markets.

At New York, special was quoted at 3½@3¼c; extra, 3¾@4c f.o.b.; edible, 5¼c nominal.

At Chicago, there were good inquiries for various grades of tallow, but offerings continued light, with producers sold up and the market very steady. Edible was quoted at 4½c; fancy, 4¼c; prime packer, 4¼@4½c; No. 1, 3½c; No. 2, 2½@2¼c.

There was no auction at London this week. At Liverpool, Australian tallow was unchanged to 1s 6d higher for the week. Fine was quoted at 21s 6d and good mixed at 22s 6d.

**STEARINE**—Demand has been fairly good in the East, and the market considerably firmer as a result of lighter offerings. Oleo at New York was quoted at 8@8¼c. At Chicago, demand was rather good and the market stronger. Oleo was quoted at 7¼@8c.

**OLEO OIL**—While demand was less active than of late, the market ruled very steady. Extra at New York was quoted at 7@7¼c; prime, 6@6¼c; lower grades, 5½c. At Chicago, extra was steady, with offerings moderate and prices quoted at 6¼c.

See page 47 for later markets.

**LARD OIL**—Consuming demand has been fairly good of late, and prices have ruled steady with betterment in raw materials. At New York, edible was quoted at 12¼c; extra winter, 9¼c; extra, 8¼c; extra No. 1, 8¼c; No. 1, 8c; No. 2, 7¼c.

**NEATSFOOT OIL**—Demand was hand-to-mouth, but the market ruled rather steady. Pure oil at New York was quoted at 10½c; extra, 8½c; cold test, 15c.

**GREASES**—The position of the grease market in the East was steadier, although demand was moderate. Improvement in tallow had some influence, and offering, on the whole, appeared

moderate. A better feeling in the West recently has had some effect, while the fact that soapers continue to show interest for supplies for later shipments has also been a helpful feature.

The volume of trading, however, has been only fair, but there was a little more disposition to look upon values as low and in a position where prices might respond readily to any material broadening in demand.

At New York, superior house was quoted at 3¼c; brown, 2¼@3c; yellow and house, 3@3¼c; A white, 3¼@3½c; B white, 3@3¼c. Choice white was 4½@5c nominal.

At Chicago, inquiries for choice white grease have been better of late, while there has been no pressure of supplies of yellow grease on the market. At Chicago, brown was quoted at 2¼@2½c; yellow, 2¾@3c; B white, 3½c; A white, 3¼c; choice white, all hog, 4@4¼c.

## By-Products Markets

Chicago, March 12, 1931.

### Blood.

Sales of blood are reported a little better. Stocks are not large.

	Unit	Ammonia.
Ground and unground.....		\$2.25@2.35

### Digester Feed Tankage Materials.

The market continues easy, although there is a somewhat better feeling in evidence.

	Unit	Ammonia.
Unground, 11½ to 12% ammonia.....		\$2.00@2.25 & 10c
Unground, 6 to 8% ammonia.....		2.00@2.25 & 10c
Liquid stick.....		1.75@2.00
Steam bone meal, special feeding, per ton.....		30.00

### Packinghouse Feeds.

Product continues in fair demand. Prices are quoted on carload basis, f.o.b. producing plants.

	Per Ton.
Digester tankage, meat meal.....	\$45.00
Meat and bone scraps, 50%.....	45.00

### Fertilizer Materials.

The market for fertilizer materials continues quiet with little trading reported. Prices are down a little compared with last week.

	Unit	Ammonia.
High grad. ground, 10@11% am.....		\$2.00@ 2.25 & 10c
Low grad., and ungr., 6-9% am.....		2.00@ 2.25 & 10c
Hone tankage, low grad., per ton.....		15.00@16.00
Hoof meal.....		2.00@ 2.25

### Cracklings.

The crackling market is showing a little more activity and is firmer. Prices show no change.

	Per Ton.
Hard pressed and exp. unground, per unit protein.....	50@ .55
Soft prod. pork, ac. grease & quality.....	35.00@40.00
Soft prod. beef, ac. grease & quality.....	30.00@35.00

### Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Raw bone meal for feeding.....	\$ 32.00
Steam ground, 3 & 50.....	22.00@23.00
Steam, unground, 3 & 50.....	18.00@20.00

### Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade.....	\$75.00@150.00
Mfg. shin bones.....	65.00@110.00
Cattle hoofs.....	30.00@35.00
Junk bones.....	16.00@17.00

(Note—Foreigning prices are for mixed carloads of unassorted materials indicated above.)

### Gelatin and Glue Stocks.

Little activity reported. Prices are mostly nominal.

	Per Ton.
Kip stock.....	\$28.00@30.00
Calf stock.....	42.00@45.00
Hide trimmings (Old style).....	28.00@30.00
Hide trimmings (New style).....	20.00@22.00
Horn pits.....	25.00
Cattle jaws, skulls and knuckles.....	23.00@24.00
Sinews, pizzles.....	28.00@30.00
Pig skin scraps and trim, per lb.....	2 @ 2½

### Animal Hair.

The animal hair market is very quiet. Prices are nominal.

Summer coil and field dried.....	1¼ @ 1½c
Processed, black winter, per lb.....	5 @ 6c
Processed, grey, winter, per lb.....	4 @ 5c
Cattle switches, each*.....	1½ @ 2c

\* According to count.

## EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Mar. 11, 1931.—Ground dried blood is now scarce at New York, sales having been made at \$2.80 and \$2.85 per unit f.o.b. New York, with the sellers quoting \$2.90 for late March delivery, basis f.o.b. New York.

There is very little demand for tankage, either ground or unground, and offerings are rather limited.

A slight advance has taken place in the price of foreign bonemeal and several of the large producers in Europe are sold out for March and first half of April shipment.

Cracklings have advanced in price and the demand has improved somewhat over a month ago.

There has been a better demand for sulphate of ammonia and many of the leading independent producers are sold up for March and April.

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended March 7, 1931, with comparisons:

	Week ended Mar. 7.	Prev. week.	Cor. week, 1930.
West. drsd. meats:			
Steers, carcasses.....	2,201	2,402	1,928
Cows, carcasses.....	1,641	1,640	1,578
Bulls, carcasses.....	56	45	58
Veals, carcasses.....	1,481	1,046	1,500
Lambs, carcasses.....	21,615	19,442	21,037
Mutton, carcasses.....	500	606	597
Pork, lbs.....	513,328	558,465	504,632

**THE KENTUCKY CHEMICAL MFG. CO.**  
COVINGTON, KY., Opposite Cincinnati, Ohio

**Buyers of Dry Rendered Tankage (Cracklings)**  
**PORK or BEEF, SOFT or HARD PRESSED**

## Vegetable Oil Exports How to Avoid Trouble in Preparation of Customs Declarations

By E. L. Thomas, Foodstuffs Division,  
U. S. Bureau of Foreign and  
Domestic Commerce.

The attention of exporters of vegetable oils and fats is drawn to the following extract from the U. S. Customs Regulations which is cited for their information and guidance:

**Declarations must be correct.**—Collectors will make a preliminary examination of all import entries and export declarations presented. If on examination any entries or declarations are found to be inaccurate or incomplete, either in the description of article or in omitting to state proper quantities or values, or insertion of the intermediate country instead of the country of final destination, or containing any error apparent on the face of its entry or declaration, the correction thereof will be required before acceptance. (Art. 1141 C. R.)

A recent inspection of export declarations covering shipments of vegetable fats of all descriptions disclosed numerous inaccuracies, arising partially from the fact that the exporter had furnished insufficient information in describing the product, or had in some instances incorporated in his declarations incorrect class numbers which resulted in perpetuating the error in the permanent data on exports, since the coding clerk invariably takes off the class number placed on the export declaration by the shipper.

A new statistical classification for domestic commodities, export schedule B, effective January 1, 1931, has recently come off the press. Copies may be obtained from the district offices of the Bureau, located in many of the important cities throughout the United States, or by remittance of 20c to the Superintendent of Documents, Government Printing Office, Washington, D. C.

### Suggestions.

The following suggestions are presented at this time because class numbers have undergone extensive revision recently.

1. Avoid the use of brand names.
2. Semi-refined oils, such as crude vegetable oils partially refined with caustic or other agents, but which have not been subjected to complete refining; in other words, oils not suitable or intended for human consumption in their present state, should be described as crude vegetable oils, and will be described as follows, under the group designation "Expressed Oils and Fats-Inedible":

Class No. 2230—Coconut Oil, Crude.

Class No. 2231—Cottonseed Oil, Crude.

Class No. 2232—Linseed Oil.

Class No. 2249—Other expressed oils and fats—inedible. (Note: No provision is made in the present schedule for *Crude Soya Bean Oil* and *Crude Corn Oil* inasmuch as these oils are exported in relatively small amounts in their crude state. Therefore, these two oils will be included in this class hereafter.)

3. Shipments should be declared properly and especially to be avoided is the employment of superfluous terms in the description of the product, which might prove misleading and result in such exports being coded under class number 1449 "Other Edible Vegetable Oils and Fats" or class number 2249 "Other Expressed Oils and Fats, Inedible".

4. It is of especial importance that cooking fats, that is, products sold as such, or under the name "compounds" should be described as "Vegetable Oil Lard Compounds", class number 1447, if wholly of vegetable composition. If animal fat constitutes one of the ingredients the article should be classed and coded as "Lard Compound containing animal fats", class number 0045. This is a highly important point in view of considerable existing confusion in the trade with respect to this division of cooking fats and the frequent question of accuracy in statistical data.

5. "Vegetable soap stock," class number 2248, in the revision of the classification schedule now carries an explanatory footnote as information to the exporter that this class includes all exports of vegetable fats described variously as vegetable fatty acids, acidulated vegetable oils and foots. Exporters are urged to observe these definitions in the preparation of their declarations.

6. Finally, and most important of all, emphasis being gained through repetition, declarations when complete should be subjected to close scrutiny to determine whether (a) commodity is accurately described; (b) weights and values are correct; (c) class number, if supplied by exporter, is noted correctly; and (d) nature or kind of oil or fat is described correctly where brand or trade name is employed.

To the extent that the export fraternity cooperates in the manner set forth in the preceding paragraphs, each and all will derive a corresponding benefit from more accurate statistical information in the future, and a corresponding reduction in the possibility of error in its compilation.

## Four Million Dollars' Worth

Exports of vegetable oils and fats from the United States during the calendar year 1930, as compiled by the U. S. Department of Commerce:

	Lbs.	1930.	Value.
Total vegetable oils and fats, edible	39,813,964		\$3,898,940
Cottonseed oil, all	28,296,611		2,395,577
Crude	16,393,539		1,227,902
Refined	11,903,072		1,167,675
To Canada	10,537,462		1,239,079
To Panama	673,125		86,220
To Mexico	1,558,349		129,872
To Cuba	6,790,067		567,432
To Argentina	220,757		21,308
To other So. Am.	345,859		38,811
To Japan	1,217,820		176,015
To other countries	963,672		129,837
Corn oil	813,248		67,304
Cocoa butter	361,142		33,353
Vegetable oil-lard compounds	6,354,473		845,216
Other edible vegetable oils and fats	3,688,510		487,490

## TRADE GLEANINGS

The Austin Provision Co., New York, N. Y., has been incorporated with a capital stock of \$20,000.

The Fort Smith Packing Co., Fort Smith, Ark., proposes to build a new plant to cost between \$15,000 and \$20,000. Details have not yet been announced.

Contemplated improvements to the slaughter house and feeding pens of the Cudahy Packing Co. plant at San Diego, Cal., will cost about \$50,000, it is estimated.

A large poultry packing plant is planned by the Poultry Producers' Association of Central Texas, a cooperative marketing organization. The new plant will be at Taylor, Tex.

The Council Bluffs Packing Co., Council Bluffs, Ia., has acquired the plant formerly owned by the Green Packing Co., and has begun operations. Some improvements have been made, and it is planned to enlarge the plant.

Burt-Boutwell-Stuart Co., Inc., newly organized livestock commission merchants, began operation recently at the Union Stock Yards in North Montgomery, Ala. Officers of the company are J. F. Burt, A. B. Boutwell and E. N. Stuart.

El Dorado Oil Works, San Francisco, Cal., announce plans for a new vegetable oil plant on deep water. Construction of the new plant is expected to result in substantial economies in the handling of raw materials and permit lower production costs.

The firm name of Keane-Loffler, Inc., meat packers of Benning, Washington, D. C., has been changed to Gobel-Loffler, Inc. The two Washington branches of the company have been closed and all business is now being carried on from the main plant at Benning. It is a subsidiary of A. Gobel, Inc.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Mar. 10, 1931.—Extra tallow, f.o.b. seller's plant, 3% @ 3% lb.; Manila coconut oil, tank coast, 4% @ 4% lb.; Manila coconut oil, tanks N. Y., 4% @ 4% lb.; Cochin coconut oil, bbls., N. Y., 7 @ 7% lb.

P. S. Y. cottonseed oil, 9 @ 9% lb.; crude corn oil, 9 @ 9% lb.; olive oil foots, 6% @ 6% lb.; 5 per cent yellow olive oil, 82 @ 87c per gal.; crude soya bean oil, 9 1/2 @ 10c lb. imported; palm kernel oil, 7 1/2 @ 8c lb., all bbls., N. Y.

Niger palm oil, casks, N. Y., 5 @ 5% lb.; Lagos palm oil, casks, N. Y., 5% @ 5% lb.; glycerine, soaply, 6% @ 6% lb.; glycerine, C. P., 13% @ 14c lb.; glycerine, dynamite, 10% @ 10c lb.

## TRADING IN P. S. Y. OIL

Cottonseed oil trading on the New York Produce Exchange has been broadened in scope by the inclusion of prime summer yellow oil in the prevailing futures contracts by an amendment to the trading rules. Trading on this exchange was formerly restricted to bleachable prime summer yellow, and now for the first time prime oil can be offered on tank car contracts.

**The Blanton Company**  
ST. LOUIS  
Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**



# Vegetable Oil Markets

## WEEKLY REVIEW

Trade Moderate—Prices Very Steady—  
Crude Strong—Cash Trade Better—  
Lard Better—Oil Statistics Awaited  
—Frost Southern Texas.

A moderate volume of trade continued to rule in cotton oil on the New York Produce Exchange. The outstanding features of the week were the steadiness of prices, and the ready absorption of 56 March tenders. The latter was put out by a local refining interest who got back only part of the oil, the balance being taken by commission houses with refiners' connections and local cash handlers.

March liquidation was readily absorbed by refining interests. This made for steadiness in the spot position, and the bulk of the March longs continued to transfer their interest to the later months. On the whole, commission house trade, as well as professional operations, were limited and on both sides, with the result that the market continued more or less in a rut and awaiting some new developments.

Strength in crude oil brought about covering at times, and served to check professional bearishness, while the rally in lard, which at one time was over 1c lb. from the low point, was helpful, although lard reacted somewhat from the best levels of the week. An easier tone in cotton, on the other hand, served to make for cautiousness on the part of those operating on the long side.

### Cash Oil Demand Better.

The fact that there was no pressure of actual oil from any quarter continued a stabilizing feature. A steadier tone in tallow and greases attracted some attention, more or less because of the fact that there was little new within the oil market itself. Renewed easiness in the securities markets served to increase the disposition in oil to look on and not increase commitments on either side for the time being.

In the Southeast and Valley there were sales of crude at 6½c another advance of ½c, with buyers generally bidding 6½c in those sections. The market was called 6½c nominal, and sellers were holding tightly for the last

sales price or better. In Texas, there were sales at 6½c, with the market quoted at that figure. The impression gained ground that crude oil has been pretty closely marketed this season, and that there will be little or no pressure until a new crop is available.

### Little Pressure on the Market.

There was some improvement in cash oil demand the past week. While some said trade was spasmodic, others reported betterment in demand, and although some consumers appeared to be awaiting the statistical report, it is generally believed that consumer stocks are moderate, and that replenishment must take place from time to time. The competitive position of compound with pure lard was improved somewhat by the lard upturn, but nevertheless reports continued to indicate a moderate compound trade passing.

February consumption estimates were 250,000 bbls or less, which would

compare with the revised figure for last year of 265,000 bbls., but the trade felt that unless the consumption was materially below or above expectations, the figure would be outweighed by what the visible stocks proved to be.

Again the past week there was no pressure whatsoever from the larger refining quarters, so that those carrying stocks are apparently content to let the market take its own course. There was evidence of support, however, on setbacks, but buying power appeared to dry up on the rallies. As a whole, sentiment is mixed, but the open interest in the futures market is of moderate size, so much so that the daily fluctuations are more or less the result of pit operations.

There was additional moisture in the South, which was regarded as satisfactory, but on the other hand, reports of heavy frost in parts of southern Texas, which killed early cotton, were current. Cold weather in the eastern belt has also been experienced. Recently advices were that cotton was up in South Georgia and heavy frosts from now on would prove unfavorable for early planted cotton, especially if they extend far enough south. The weekly weather report mentioned unfavorable weather conditions for field operations in eastern Texas.

**COCOANUT OIL**—While the volume of business was moderate and there was a tendency to await developments, nevertheless some in the trade noted a better undertone. Improvement in tallow appeared to have had some influence on sentiment. At New York, oil in tanks was quoted at 4½@4¾c nearby, 4¾c futures. Pacific coast tanks are 4¾@4¾c, according to position.

**CORN OIL**—Moderate business at 7½c, f.o.b. mills, was again reported. Offerings were limited and the market held steadily at that level.

**PALM OIL**—While demand was moderate, the market was firmer, partly as the result of improvement in tallow at New York but also influenced by Italian buying of palm oils abroad. At New York, spot Nigre was quoted at 4¾c; shipment Nigre, 4.15@4¾c; spot Lagos, 4¾@4¾c; and shipment Lagos, 4¾c.

**PALM KERNEL OIL**—This market

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 12, 1931.—Steady to higher markets ruled in cotton oil, with crude selling as high as 6½c lb. for Texas and 6¾c for Valley, small lots only. Bleachable is in good demand at 7½c loose New Orleans, immediate shipment. Soap stock is also fraction higher at ¾c lb., loose New Orleans, with extremely light offerings. March oil consumption report was disappointing, but its effect was slight due to the reduction in the visible supply.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 12, 1931.—Prime cottonseed oil, 6½c; forty-three per cent meal, \$25.00; hulls, \$10.00; mill run linters, 1½@2¼c.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 12, 1931.—Crude cottonseed oil, 6½c; forty-one per cent protein cottonseed meal, \$25.50 @26.00; loose cottonseed hulls, \$9.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**  
Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**

was without particular change, with interest of a routine character. Bulk oil was quoted at New York at 4½¢ @ 4½¢ c.i.f.

**OLIVE OIL FOOTS**—Reports had it that spot foets at New York were pretty well cleaned up, with the market 6½¢@7c. Shipment foets were moderately active and steady, with the market quoted at 6¢@6½¢.

**RUBBERSEED OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**SOYA BEAN OIL**—The trade reported little or no business passing this week, but the tone was steady. New York tanks were quoted at 6.40c.

**COTTONSEED OIL**—A steady tone prevailed in spot oil at New York, with supplies limited and demand moderate. Southeast and Valley crude were quoted at 6½¢; Texas, 6½¢.

**COTTONSEED OIL**—Market transactions at New York:

Friday, March 6, 1931.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot				740	a
Mar.	54	753	747	749	a
April				755	a 765
May	9	775	775	776	a 778
June				778	a 790
July	34	791	787	789	a
Aug.				785	a 800
Sept.				798	a 803
Oct.				794	a 805

Sales, including switches, 97 contracts. Southeast crude, 6½¢ bid.

Saturday, March 7, 1931.

Spot				740	a
Mar.				760	a 775
April				765	a 780
May	5	780	780	780	a 785
June				780	a 793
July	3	791	791	793	a 794
Aug.				790	a 800
Sept.	3	804	800	805	a 806
Oct.				798	a 808

Sales, including switches, 11 contracts. Southeast crude, 6½¢ bid.

Monday, March 9, 1931.

Spot				740	a
Mar.				760	a 800
April				766	a 790
May	13	786	783	781	a 785
June				785	a 795
July	9	797	795	793	a 796
Aug.	1	806	806	795	a 805
Sept.	3	808	806	803	a 807
Oct.				795	a 810

Sales, including switches, 26 contracts. Southeast crude, 6½¢ bid.

Tuesday, March 10, 1931.

Spot				760	a
Mar.				760	a 800
Apr.				768	a 788
May				778	a 783
June				783	a 795
July	1	793	793	792	a 794
Aug.				790	a 805
Sept.				798	a 806
Oct.				790	a 804

Sales, including switches, 1 contract. Southeast crude, 6½¢ bid.

Wednesday, March 11, 1931.

Spot				750	a
Mar.				760	a 800
Apr.	1	768	768	768	a 785
May	4	783	780	780	a 785
June				785	a 798
July	2	794	792	792	a 796
Aug.	2	809	805	805	a 809
Sept.				800	a 810
Oct.				795	a 810

Sales, including switches, 9 contracts. Southeast crude, 6½¢ nominal.

Thursday, March 12, 1931.

Spot				760	a
Mar.				760	a 800
Apr.				768	a 800
May				780	a 786
June				785	a 798
July				792	a 795
Aug.				800	a 810
Sept.				803	a 803
Oct.				795	a 810

See page 47 for later markets.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Mar. 11, 1931.—Memphis cottonseed meal market took some little time to get started today, but when it did trading became general and total tonnage was better than for some time, being 4,500 tons. Round lots of March meal were liquidated at \$25.75, or a decline of 25c a ton from yesterday. April and May sold at \$25.35 and \$25.25. In spite of considerable liquidation the market held well, April being down 20c on the close. The more deferred months were practically unchanged. Tenders on contracts today were 300 tons, which were promptly stopped.

Traders in the spot department report easiness in the actual meal with more offerings from the Valley and Southeast than for some time. These offerings are being made at slightly reduced prices. With the return of spring-like weather the demand for cottonseed meal has subsided.

## HULL OIL MARKETS.

Hull, England, Mar. 11, 1931.—(By Cable)—Refined cottonseed oils, 22s 6d; Egyptian crude cottonseed oil, 19s 6d.

## PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on March 11, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing prices on March 4, 1931, or nearest previous date:

	Sales.	High.		Low.		—Close—	
		Mar. 11.	Mar. 11.	Mar. 11.	Mar. 11.	Mar. 4.	Mar. 4.
Amal. Leather	1,200	24	24	24	24	24	24
Do. Pfd.	200	18	18	18	18	18	18
Amer. H. & L.	2,100	44	44	44	44	44	44
Do. Pfd.	1,400	20	20	20	20	20	20
Amer. Stores	1,100	47	47	47	47	47	47
Armour A.	9,500	3	3	3	3	3	3
Do. B.	2,900	2	2	2	2	2	2
Do. Ill. Pfd.	3,350	30	30	30	30	30	30
Do. Del. Pfd.	600	63	63	63	63	63	63
Barnett L. Pfd.	40	9	9	9	9	9	9
Beechnut Pack.	700	57	57	57	57	57	57
Bohack, H. C.							
Do. Pfd.	50	103	103	103	103	103	103
Brennan Pack.							
Do. Pfd.							
Chick. O.	2,000	10	10	10	10	10	10
Childs Co.	2,000	33	33	33	33	33	33
Cudahy Pack.	1,500	47	47	47	47	47	47
First Nat. Strs.	7,700	54	54	54	54	54	54
Gen. Foods.	31,200	53	53	53	53	53	53
Gobel Co.	61,700	8	8	8	8	8	8
Gr. A. & P. 1st Pfd.	80	121	121	121	121	121	121
Do. New.	400	227	227	227	227	227	227
Hormel, G. A.	250	27	27	27	27	27	27
Hygrade Food.	3,100	37	37	37	37	37	37
Kroger, G. & B.	60,100	32	32	32	32	32	32
Libby McNeill.	1,000	11	11	11	11	11	11
MacMarr Strs.	1,000	9	9	9	9	9	9
Mayer, Oscar.							
Mickleberry Co.							
M. & H. Pfd.	200	21	21	21	21	21	21
Morell & Co.	500	54	54	54	54	54	54
Nat. P. Pfd.							
Nat. Leather.	350	21	21	21	21	21	21
Nat. Tex.	3,100	20	20	20	20	20	20
Proc. & Gamble	6,000	70	70	70	70	70	70
Rath Pack.	50	20	20	20	20	20	20
Safeway Strs.	10,200	58	58	58	58	58	58
Do. 6% Pfd.	800	94	94	94	94	94	94
Do. 7% Pfd.	230	102	102	102	102	102	102
Stahl Meyer.							
Strauss R. Strs.	8,300	2	2	2	2	2	2
Swift & Co.	4,350	29	29	29	29	29	29
Do. Int.	5,450	37	37	37	37	37	37
Trans. Fork.							
U. S. Cold Stor.							
U. S. Leather.	5,400	9	9	9	9	9	9
Do. A.	4,000	12	12	12	12	12	12
Do. Fr. Pfd.	100	75	75	75	75	75	75
Weason Oil.	1,400	25	25	25	25	25	25
Do. Pfd.	1,300	56	56	56	56	56	56
Do. 7% Pfd.							
Wilson & Co.	800	3	3	3	3	3	3
Do. A.	1,500	84	84	84	84	84	84
Do. Pfd.	3,500	46	46	46	46	46	46

## GENERAL FOOD EARNINGS.

General Foods Corporation reports net earnings for 1930 of \$19,085,595. This compares with consolidated net profits, not including profits of subsidiaries prior to acquisition, of \$19,422,313 for 1929, the company's record year. The balance sheet of the company shows an increase in the profit and loss surplus to \$15,134,225 at the close of the year, comparing with \$11,824,177 as of December 31, 1929. The ratio of current assets to current liabilities stood at 5.3 to 1 at the close of 1930, as against 3.7 to 1 at the close of 1929.

"More effort on the promotion and sale of General Foods products will be exerted in 1931 than in any year thus far. Benefits may be expected to accrue from centralized research activities, resulting in new ideas and new products," said C. M. Chester, jr., president, in commenting on the annual statement.

## ECUADOR BANS SHORTENING.

Importation of vegetable lard into Ecuador is prohibited by a decree effective February 26, according to advice from the American Minister at Quito. Vegetable lard needed by domestic industries may be admitted by special permit. Goods shipped prior to February 26 are not affected by this decree.

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# The Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were moderately active and barely steady the latter part of the week, with easier hogs, scattered liquidation, hedge pressure and less aggressive speculative support. Cash lard trade reported fairly good, England taking some at seaboard.

### Cottonseed Oil.

Cotton oil quiet and steady awaiting developments. February consumption 244,000 barrels, slightly under expectations, but visible supply is 1,733,000 barrels, or 192,000 barrels less than last year. Crude oil tight. Packers reported good buyers. Southeast and Valley, 6½¢ sales; mills asking 6½¢; Texas, 6½¢ bid. Cash oil demand continues moderate.

Quotations on cottonseed oil at New York Friday noon were:

March, \$7.60@8.00; Apr., \$7.65@7.90; May, \$7.83@7.88; June, \$7.85@8.00; July, \$7.95 sale; Aug., \$8.00@8.15; Sept., \$8.06@8.12; Oct., \$7.97@8.14.

### Tallow.

Tallow, extra, 3½@4c.

### Stearine.

Stearine, 8@8¼c.

## FRIDAY'S GENERAL MARKETS.

New York, Mar. 13, 1931. — Lard, prime western, \$9.50@9.60; middle western, \$9.35@9.45; city, 8½¢; refined continent, 9¢@9½¢; South American, 10¢; Brazil kegs, 11¢; compound, 10c.

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Mar. 13, 1931.—General provision market dull but with signs of improvement, and spot prices showing considerable advance on most of the list. Pure lard continues in fair demand.

Friday's prices were as follows: Hams, American cut, 70s; hams, long cut, 70s; shoulders, square, 70s; short backs, 70s; bellies, clear, 52s; Canadian, none; Cumberlands, 61s; Wiltshires, none; spot lard, 48s 9d.

## EUROPEAN PROVISION CABLES.

Cable despatches to the U. S. Department of Commerce for the week ended Mar. 7, 1931, indicate that the market at Hamburg was slightly firmer for refined lard. Prices were increasing during the first half of the month. Fat backs remain the same as last week. Receipts of lard for the week were 3,035 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 90,000, at a top Berlin price of 11.67 cents a pound, compared with 83,000, at 16.87 cents a pound, for the same week last year.

The Rotterdam market was firm. Animal fats business was slow. Vegetable oils demand was good with increasing prices.

The market at Liverpool was rather stale. Inland demand was poor. Stocks were plentiful for demand.

The total of pigs bought in Ireland for bacon curing was 16,000 for the week, as compared with 13,000 for the

corresponding week of the year 1930.

The estimated slaughter of Danish hogs for the week ending March 6, was 115,000 as compared with 90,000 for the corresponding week of last year.

## INSTITUTE COMMITTEES.

(Continued from page 30.)

Waterloo, Ia.; A. Downing, Hygrade Food Products Corp., Chicago; W. Lee Lewis, Institute of American Meat Packers, Chicago; Donald Mackenzie, Swift & Co., Chicago; Allen McKenzie, Wilson & Co., Chicago; Ernest Manns, John Morrell & Co., Ottumwa, Ia.; J. P. Murphy, Blayne-Murphy Co., Denver, Colo.; Joseph Nebel, East Side Packing Co., East St. Louis, Ill.; William H. Patrick, Kingan & Co., Indianapolis; R. W. Regensburger, Swift & Co., Chicago; R. G. Reynoldson, Oscar Mayer & Co., Madison, Wis.; W. F. Schludenberg, Wm. Schludenberg-T. J. Kurdle Co., Baltimore; H. M. Shulman, Hammond Standish & Co., Detroit; Albert Smith, Nuckolls Packing Co., Pueblo, Colo.; W. B. Smith, Theurer-Norton Provision Co., Cleveland; G. L. Talley, Jacob Dold Packing Co., Buffalo; H. D. Tefft, Institute of American Meat Packers, Chicago.

PACKINGHOUSE PRACTICE. — S. C. Frazee, Chairman, Wilson & Co., Chicago; H. A. Amberg, C. A. Durr Packing Co., Utica, N. Y.; A. R. Beck, Reliable Packing Co., Chicago; W. W. Bowers, Albert Lea Packing Co., Albert Lea, Minn.; C. A. Burnette, C. A. Burnette Co., Chicago; H. H. Corey, Geo. A. Hormel & Co., Austin, Minn.; A. W. Cushman, Hygrade Food Products Corp., Chicago; G. E. Duwe, Mickelberry's Food Products Co., Chicago; E. C. Dunnett, Miller and Hart, Chicago; H. R. Elliott, Elliott & Co., Duluth, Minn.; C. E. Field, Field Packing Co., Owensboro, Ky.; R. H. Funke, Wm. Schludenberg-T. J. Kurdle Co., Baltimore; W. J. Graham, Mutual Sausage Co., Chicago; H. D. Hunt, Cudahy Brothers Co., Cudahy, Wis.; Albert H. Kahn, The E. Kahn's Sons Co., Cincinnati; H. J. Koenig, Armour and Co., Chicago; D. G. Madden, East Tennessee Packing Co., Knoxville, Tenn.; L. F. Prior, T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia.; E. H. Redeker, Kerber Packing Co., Elgin, Ill.; Armin Sander, A. Sander Packing Co., Cincinnati; H. D. Tefft, Institute of American Meat Packers, Chicago; P. A. Twiss, Swift & Co., Chicago; Julian Ulmer, Jacob Ulmer Packing Co., Pottsville, Pa.; Charles H. Vogt, F. G. Vogt & Sons, Inc., Philadelphia; R. E. Yocum, Cudahy Packing Co., Chicago.

RECORDING. — R. F. Eagle, Chairman, Wilson & Company, Chicago; A. C. Bolz, Oscar Mayer & Co., Madison, Wis.; A. W. Cushman, Hygrade Food Products Corp., Chicago; E. E. Dunlop, Jacob E. Decker & Sons, Mason City, Ia.; L. F. Gerber, Nagle Packing Co., Jersey City, N. J.; E. D. Henneberry, Hull & Dillon Packing Company, Pittsburg, Kans.; C. Robert Moulton, Institute of American Meat Packers, Chicago; E. E. Nott, Burns & Company, Ltd., East Calgary, Can.; A. A. Swaim, Wilson & Co., Chicago; H. D. Tefft, Institute of American Meat Packers, Chicago; L. B. Whitmarsh, G. H. Ham-

mond Co., Chicago; Howard M. Wilson, Armour and Co., Chicago; R. E. Yocum, Cudahy Packing Co., Chicago.

STANDARDIZATION. — W. H. Kammert, Chairman, Swift & Co., Chicago; C. J. Carney, Cudahy Packing Co., Chicago; H. R. Davison, Institute of American Meat Packers, Chicago; S. A. Grow, Jacob E. Decker & Sons, Mason City, Ia.; John G. Hormel, Geo. A. Hormel & Co., Austin, Minn.; D. J. Kennedy, Wilson & Co., Chicago; H. J. Koenig, Armour and Co., Chicago; H. W. Marston, Corkran, Hill & Co., Baltimore; Carl G. Mayer, Oscar Mayer & Co., Chicago; H. H. Meyer, H. H. Meyer Packing Co., Cincinnati; J. P. Murphy, Blayne-Murphy Co., Denver; H. L. Osman, Institute of American Meat Packers, Chicago; H. D. Tefft, Institute of American Meat Packers, Chicago.

IMPROVED METHODS OF SLAUGHTERING. — H. J. Koenig, Chairman, Armour and Co., Chicago; A. C. Bolz, Oscar Mayer & Co., Madison, Wis.; H. H. Corey, Geo. A. Hormel & Co., Austin, Minn.; Jay E. Decker, Jacob E. Decker & Sons, Mason City, Ia.; R. W. Regensburger, Swift & Co., Chicago; C. A. Stewart, Cudahy Packing Co., Omaha, Nebr.; A. A. Swaim, Wilson & Co., Chicago.

SCIENTIFIC RESEARCH. — L. M. Tolman, Chairman, Wilson & Co., Chicago; J. J. Vollertsen, Vice-Chairman, Armour and Co., Chicago; Frederic Fenger, Armour and Co., Chicago; R. H. Funke, Wm. Schludenberg-T. J. Kurdle Co., Baltimore; Millard Langfeld, Cudahy Packing Co., Omaha; W. Lee Lewis, Institute of American Meat Packers, Chicago; John Moran, Cudahy Brothers Co., Cudahy, Wis.; C. Robert Moulton, Institute of American Meat Packers, Chicago; D. H. Nelson, Oscar Mayer & Co., Madison, Wis.; David Ralston, Hygrade Food Products Corp., Chicago; W. D. Richardson, Swift & Co., Chicago; E. A. Schlessler, Arnold Brothers, Inc., Chicago; H. D. Tefft, Institute of American Meat Packers, Chicago; E. N. Wentworth, Armour and Co., Chicago.

Sub-Committee on Analytical Methods. — J. C. Blake, Institute of American Meat Packers, Chicago; Frederic Fenger, Armour and Co., Chicago; W. Lee Lewis, Institute of American Meat Packers, Chicago; W. D. Richardson, Swift & Co., Chicago; A. A. Robinson, Wilson & Co., Chicago.

Sub-Committee on Shortening Agents. — W. D. Richardson, Chairman, Swift & Co., Chicago; W. Lee Lewis and H. D. Tefft, Institute of American Meat Packers, Chicago; L. M. Tolman, Wilson & Co., Chicago; J. J. Vollertsen and E. N. Wentworth, Armour and Company, Chicago.

WAYS AND MEANS. — (Chairman to be announced) E. C. Andrews, Vice-Chairman, Jacob Dold Packing Co., Buffalo; James S. Agar, Agar Packing & Provision Co., Chicago; E. A. Cudahy, Cudahy Packing Co., Chicago; Max Guggenheim, Guggenheim Bros., Chicago; T. George Lee, Armour and Co., Chicago; Myron McMillan, J. T. McMillan Co., St. Paul; R. E. Paine, Houston Packing Co., Houston, Texas; G. F. Swift, Swift & Co., Chicago; L. F. Swift, Swift & Co., Chicago; Thomas E. Wilson, Wilson & Co., Chicago.

## PACKERS' MARKET PLACE.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.



# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Mar. 12, 1931.

**CATTLE**—Compared with a week ago: General trade very uneven; better grade weighty steers worked higher earlier in week but sagged off and closed weak to 25c lower; lower grade weighty kinds finished strong to 25c higher, and all grades light steers and yearlings gained 25@50c, selling actively at the advance on late rounds; heifer and mixed yearlings, along with butcher heifers and fat she stock, 50@75c higher, in many instances \$1.00 up; bulls, 25c higher; vealers, 75c@1.00 higher. Extreme top weighty steers and long yearlings, \$11.25, but not many above \$10.25; bulk, \$7.25@9.75. Yearling heifers bulked mostly at \$7.25@8.50, top going to \$9.25 on closing rounds, against a \$10.25 top on good to choice weighty steers. Killers bought practically everything carrying flesh, so that replacement prices advanced 25@50c, bulk selling at \$6.50@7.50, with supply very small. Butcher heifers closed at \$6.00@7.25; most fat cows, \$4.75@6.25; cutters, \$3.25@4.00; heavy sausage bulls, as high as \$4.75.

**HOGS**—The blizzard, with resultant light supplies and improved demand for fresh pork, main bullish factor in week's sharp price upturn. Compared with week ago: Weights below 225 lbs., 65@85c higher; heavier weights, 35@50c up; packing sows, 25@35c higher. Week's top, \$8.35, equal to year's previous high; today's peak, \$8.30. Bulk 140 to 210 lbs., \$8.00@8.25; 220 to 250 lbs., \$7.50@8.00; 260 to 340 lbs., \$7.00@7.50; pigs, largely \$7.50@8.00, plain kinds down to \$7.00; packing sows, \$6.25@6.65.

**SHEEP**—Compared week ago: Better grade fat lambs and yearlings mostly 25c higher, thin kinds barely

steady both on killer and country account; slaughter ewes unchanged. Lambs sold upward to \$9.50 early in the week, only to become topheavy, closing at \$9.35. Today's bulks: Good and choice woolled lambs, 94 lbs. down, \$8.75@9.00; heavier weights, \$8.50@8.65; clippers, \$7.50@8.25, few \$8.35; woolled native bucks, \$7.50@8.00; throwouts, \$6.00@7.25; fat ewes, \$4.00@5.00.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Mar. 12, 1931.

**CATTLE**—Better grades of fed steers made up the major portion of the receipts, and closing values are generally 25c under a week ago, with some sales of medium weight and heavies 50c off. Lower grades selling at \$8.00 and below are steady to 25c lower, while light yearlings are strong to 25c higher. Choice 1,127-lb. steers made \$10.35 for the top, and best weighty beeves went at \$10.10. Most of the fed arrivals cleared from \$7.00@9.35, with a few lots of choice mixed yearlings from \$9.00@9.75. She stock sold at strong to 25c higher levels, with fed heifers showing most of the upturn. Bulls held steady, while vealers advanced 50c@1.00, with the late top at \$8.00.

**HOGS**—Curtailed supplies resulting from the heavy snowstorm early in the week resulted in a sharp advance of 40@60c in hog values. All grades and weights shared the advance, but offerings weighing 250 lbs. and up show the maximum upturn. Choice 180- to 220-lb. weights reached \$7.80 on Tuesday, but some weakness at mid-week left the final top at \$7.65 on similar kinds. The late bulk of 160- to 250-lb. weights sold from \$7.45@7.60, and 260- to 340-lb. butchers went from \$7.00@

7.40. Packing grades are 40c up, with \$6.25@6.65 taking the bulk.

**SHEEP**—Trade in fat lambs was somewhat uneven, but closing rates are 15@25c over last Thursday. On Wednesday, shippers paid up to \$8.65 for best woolled lambs, and packers gave \$8.60 for their top. Bulk of the week's supply sold from \$8.25@8.50. Clippers ranged up to \$8.00, with others selling from \$7.40@7.75. Mature classes are strong, with best fat ewes at \$4.60, and the bulk going from \$4.00@4.50.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Mar. 12, 1931.

**CATTLE**—Fed steers and yearlings met with an uneven market during the week. Weighty steers and medium weights were in fairly liberal supply, and with less active shipping demand, prices declined around 25c, with extremes off more. Strictly good and choice light steers and yearlings closed weak to 25c lower, while the lower grades are mostly 25c higher, some medium yearlings up more. She stock closed the week 25@50c higher, heifers up most. Bulls gained around 25c, and vealers \$1.00. The week's top price of \$10.50 was paid for weighty steers averaging 1,364 lbs.; choice 692-lb. heifers earned \$8.50.

**HOGS**—Sharp fluctuations developed in the hog division, traceable to an uneven distribution of supplies, but with the general trend to prices higher. Comparisons Thursday with Thursday show all classes 25@40c higher. Thursday's top reached \$7.50; bulk 170- to 230-lb. weights, \$7.35@7.50; 230 to 250 lbs., \$7.25@7.40; 250 to 350 lbs., \$7.00@7.25; packing sows, \$6.15@6.40; stags, \$5.50@6.00.

**SHEEP**—Market on slaughter lambs continues to show marked sensitiveness to receipts volume and the general conditions surrounding the dressed lamb trade at Eastern consuming centers. Substantial advances were recorded Monday and Tuesday, but weakness developed later, and the entire upturn was lost. Comparisons Thursday with Thursday show prices about steady. Bulk of the good and choice 90- to 100-lb. weights sold \$7.75@8.25; extreme top, \$8.50. Matured sheep held steady. Good and choice slaughter ewes \$4.00@4.65.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Mar. 12, 1931.

**CATTLE**—Steer prices suffered a downward revision after improved values the first of the week. Compared with one week ago: Steers sold steady; mixed yearlings and heifers, 50c higher; cows, 25@50c higher; cutters and low cutters, strong to 25c higher; medium bulls, steady to 25c higher, lower priced kinds showing the advance; vealers, \$2.00 higher. Bulk of steers brought \$6.75@9.40, with \$9.75 and \$9.40 top prices for heavy and yearlings respectively. Top mixed yearlings attained \$9.25; best heifers, \$9.00; bulk of fat kinds, \$7.50@8.75; most medium descriptions, \$6.25@7.00. Cows went largely at \$4.50@5.50; top, \$6.50;

CHICAGO  
SIoux CITY  
E. ST. LOUIS  
DAYTON  
CINCINNATI  
INDIANAPOLIS  
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most low cutters, \$2.75@3.25. Top medium bulls recorded \$4.50, while vealers earned \$11.00 today, the top for the four-day period.

**HOGS**—Light receipts pushed swine prices upward to the highest point since January, when the top reached \$8.40, but subsequent declines reduced the advance for the week to 40¢@65¢. Top price Thursday was \$8.20, with bulk 130 to 250 lbs., \$7.75@8.15; sows, \$6.35@6.50.

**SHEEP**—Fat lambs advanced 50¢ during the week, and sheep 25¢@50¢. A practical top of \$9.35 was paid by city butchers, with late top at \$9.25. On Thursday, good 91-lb. lambs sold to packers at \$8.35; common throwouts, \$6.50@7.00; fat ewes, \$4.25 down.

### ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Mar. 11, 1931.

**CATTLE**—Increased marketings in the cattle division erased the opening advance, leaving values today much the same as a week earlier. Heavy steers recently sold at \$8.75@9.25, bulk of the shorted crop clearing at \$6.50@8.00. Beef cows today sold largely at \$4.00@5.00; butcher heifers largely \$5.25@6.50; yearlings to \$8.00; cutters centering at \$3.00@3.50; bulls, \$3.75@4.00, with vealers continuing at \$6.00@8.00 for better grades.

**HOGS**—Prices have worked unevenly higher during the week, better 150- to 210-lb. weights today selling at \$7.35@7.50; 210- to 260-lb. averages \$7.00@7.35; heavier weights selling on down to \$6.75. Packing sows cashed at \$5.50@6.00; pigs and light lights selling at \$7.50.

**SHEEP**—After working upward 25¢@30¢ the fat lamb market ran into difficulties, with packers insisting on enforcing some declines. Recent sales of good and choice fat lambs were made at \$8.25@8.60, while fat ewes ruled somewhat stronger, selling at \$3.00@4.75.

### SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Mar. 12, 1931.

**CATTLE**—Yearlings found ready demands and ruled fully 25¢ higher, while mature steers held close to steady. Choice 1,430-lb. bullocks topped at \$10.25, yearlings sold up to \$9.50, and the bulk cleared at \$7.50@8.75. Cows ruled 25¢ higher, and heifers scored 25

@50¢ gains. Choice light heifers topped at \$9.00, and beef cows bulked at \$4.25@5.50. Bulls showed firmness, and vealers indicated little change. Most medium bulls turned at \$3.75@4.00, and the practical vealer top remained at \$7.50.

**HOGS**—Sharp fluctuations marked readjustments in swine prices as receipts continued to decline. The period ended with 160- to 250-lb. butchers 40¢@50¢ higher than a week ago, the bulk selling \$7.20@7.35; top, \$7.40. Most 260- to 350-lb. weights brought \$7.00@7.25, a net advance of fully 50¢. Packing sows strengthened 25¢@35¢, largely \$6.25@6.50.

**SHEEP**—Fat lamb values scored sharp early advances, but later trading ruled slow, and the previous gain was practically lost. The week's fat lamb top went to \$8.85 early, but at the close the bulk of woolled offerings brought around \$8.00@8.50. Fed clipped lambs ranged from \$7.25@7.90. Fat ewes sold steady, with best offerings at \$4.50.

### ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Mar. 12, 1931.

**CATTLE**—Cattle supplies showed considerable increase, but the only weakness in prices resulting was in the better grades of steers, especially weighty kinds. These showed about a 25¢ decline. Plain and light steers held about steady, with light yearlings, heifers and cows showing an additional upturn of fully 25¢, and in spots 50¢. Vealers went unchanged. Bulk of the week's supply of steers and yearlings sold from \$7.25@8.50; a sprinkling of dogey steers, \$6.00@7.00; a few loads of best weighty steers, \$8.75@9.00; most fat heifers, \$7.00@7.85; several loads best lightweights, \$8.35 and \$8.50; top cows, \$6.25 and \$6.50; bulk, \$4.50@5.75; top vealers, \$8.00.

**HOGS**—Truck traffic the first part of the week was completely halted by snowstorm, and hog prices mounted to best levels in six weeks; top, \$7.85. Prices later eased off as expected, but are still 40¢ higher on all weights than a week ago. Top today was \$7.65; bulk 230 lbs. down, \$7.40@7.60; 240 to 290 lbs., \$7.05@7.30; 300 to 350 lbs., \$6.90@7.00; sows, \$6.25@6.50.

**SHEEP**—The market shows slightly more strength on lambs, the best selling about 10¢@15¢ higher. Top and bulk of desirable weight lambs, \$8.50 today, including weights up to 93 lbs. Some plainer lambs of similar weight,

\$8.25@8.35; half fat Idahos, \$8.00. Lambs averaging 100 to 106 lbs. sold for the week mostly from \$8.00@8.25; some choice light yearlings \$8.00; 91- to 93-lb. clipped lambs, \$7.75; two loads choice 117-lb. ewes, \$4.75.

### CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Mar. 12, 1931.

Compared with a week ago, prices of hogs unloaded at 24 concentration points and 7 packing plants in Iowa and Minnesota are mostly 35¢@40¢ higher; late trade slow at the advance. Marketing fairly heavy at mid-week upturn, but curtailed on later decline. Late bulk 170 to 220 lbs., \$7.00@7.25, a few up to \$7.35 and \$7.40; 240- to 290-lb. weights, mostly \$6.60@7.00; big weight butchers, down to \$6.40; packing sows, largely \$5.65@6.00.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants for week ended Thursday, Mar. 12, with comparisons:

	This week.	Last week.
Friday, Mar. 6 .....	22,900	23,300
Saturday, Mar. 7 .....	14,200	29,300
Monday, Mar. 9 .....	35,000	62,200
Tuesday, Mar. 10 .....	11,800	0,800
Wednesday, Mar. 11 .....	28,300	14,100
Thursday, Mar. 12 .....	28,700	20,400

Unless otherwise noted, price quotations are based on transactions covering truck hog deliveries and hogs received by rail that have access to feed and water before weighing.

### U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Mar. 6, 1931:

	Week ended Mar. 6.	Prev. week.	Cor.
Chicago .....	129,170	142,898	186,111
Kansas City, Kan. ....	38,208	42,014	40,719
Omaha .....	50,908	53,590	49,194
*East St. Louis .....	47,973	45,489	82,768
Sioux City .....	36,236	40,007	34,378
St. Paul .....	44,048	55,963	53,576
St. Joseph .....	14,310	19,407	21,881
Indianapolis .....	11,371	33,176	19,573
New York and J. C. ....	30,738	29,100	33,134
Total .....	403,086	455,944	413,284

\*Includes St. Louis, Mo.

### BUFFALO LIVESTOCK IN FEB.

The receipts and disposition of livestock at Buffalo, N. Y., during February, 1931, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts .....	10,347	23,512	61,005	79,137
Shipments .....	3,515	19,000	33,431	64,753
Local slaughter .....	6,534	3,542	25,458	14,403

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## RECEIPTS AT CENTERS

SATURDAY, MARCH 7, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	100	6,000	3,000
Kansas City	350	2,800	...
Omaha	100	5,000	50
St. Louis	276	3,000	50
St. Joseph	100	400	1,000
Sioux City	100	2,500	500
St. Paul	100	500	100
Oklahoma City	100	800	...
Fort Worth	500	800	1,000
Milwaukee	100	100	...
Denver	200	300	14,000
Louisville	100	300	100
Wichita	200	800	100
Indianapolis	100	1,000	100
Pittsburgh	100	500	100
Cincinnati	100	600	...
Buffalo	100	600	500
Cleveland	100	500	...
Nashville	200	100	...

MONDAY, MARCH 9, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	11,500	38,000	20,000
Kansas City	9,000	2,500	10,000
Omaha	8,000	10,000	15,000
St. Louis	1,500	5,000	500
St. Joseph	1,900	2,000	5,500
Sioux City	2,500	6,000	5,500
St. Paul	2,800	7,500	5,500
Oklahoma City	800	1,000	100
Fort Worth	2,000	600	4,500
Milwaukee	200	500	100
Denver	1,300	3,200	11,000
Louisville	100	300	100
Wichita	1,400	1,600	200
Indianapolis	200	100	100
Pittsburgh	500	2,000	1,300
Cincinnati	900	2,200	100
Buffalo	1,200	5,900	3,500
Cleveland	500	2,900	900
Nashville	200	500	100

TUESDAY, MARCH 10, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	19,000	27,000
Kansas City	6,000	3,000	11,000
Omaha	6,000	15,000	12,000
St. Louis	2,800	9,600	500
St. Joseph	2,100	2,500	9,500
Sioux City	3,500	11,500	4,500
St. Paul	1,600	8,000	1,500
Oklahoma City	500	1,300	200
Fort Worth	1,800	1,000	2,200
Milwaukee	500	2,600	100
Denver	700	2,300	4,700
Louisville	100	500	200
Wichita	400	1,400	200
Indianapolis	900	5,000	700
Pittsburgh	100	500	500
Cincinnati	300	3,000	200
Buffalo	100	1,400	100
Cleveland	200	1,100	900
Nashville	300	300	...

WEDNESDAY, MARCH 11, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	8,500	19,000	10,000
Kansas City	5,500	5,000	8,000
Omaha	5,000	15,000	11,000
St. Louis	3,500	11,000	800
St. Joseph	2,200	4,000	4,000
Sioux City	2,500	9,500	3,200
St. Paul	2,800	10,500	2,000
Oklahoma City	600	1,300	200
Fort Worth	1,600	900	3,500
Milwaukee	400	1,200	100
Denver	700	1,300	9,100
Louisville	100	200	100
Wichita	600	2,000	300
Indianapolis	1,500	6,000	800
Pittsburgh	100	1,500	500
Cincinnati	500	3,700	100
Buffalo	100	1,800	400
Cleveland	500	2,400	900
Nashville	200	100	...

THURSDAY, MARCH 12, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	28,000	17,000
Kansas City	3,000	4,000	8,000
Omaha	3,000	10,000	12,000
St. Louis	1,600	12,000	1,500
St. Joseph	1,000	4,000	4,500
Sioux City	2,000	8,000	4,500
St. Paul	1,400	8,000	1,500
Oklahoma City	600	1,000	100
Fort Worth	900	1,300	1,600
Milwaukee	600	1,500	100
Denver	800	2,900	5,200
Louisville	100	300	100
Indianapolis	200	1,800	100
Pittsburgh	700	5,000	1,000
Cincinnati	500	1,500	1,000
Buffalo	100	1,700	300
Cleveland	300	1,800	100
Nashville	100	200	100

FRIDAY, MARCH 13, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	20,000	12,000
Kansas City	600	2,000	3,000
Omaha	1,300	9,000	9,000
St. Louis	800	12,500	1,000
St. Joseph	300	3,000	4,500
Sioux City	1,500	10,500	1,000
St. Paul	1,900	9,000	1,000
Oklahoma City	800	1,000	100
Fort Worth	400	1,000	1,000
Milwaukee	200	500	100
Denver	300	700	6,000
Louisville	500	1,400	100
Indianapolis	500	1,800	100
Pittsburgh	500	3,200	1,000
Cincinnati	100	1,900	1,000
Buffalo	200	1,400	100
Cleveland	200	1,400	100

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Mar. 12, 1931:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or cilly hogs and roasting pigs excluded):					
Lt. lt. (140-160 lbs.) gd-ch.	8.00@8.30	7.85@8.15	7.00@7.40	7.00@7.50	7.25@7.50
Lt. wt. (160-180 lbs.) gd-ch.	8.00@8.30	8.00@8.20	7.10@7.50	7.10@7.65	7.35@7.50
(180-200 lbs.) gd-ch.	8.00@8.30	8.10@8.20	7.15@7.50	7.15@7.65	7.35@7.50
Med. wt. (200-220 lbs.) gd-ch.	7.90@8.25	8.00@8.15	7.15@7.50	7.30@7.65	7.35@7.50
(220-250 lbs.) gd-ch.	7.50@8.10	7.80@8.10	7.05@7.45	7.25@7.65	7.10@7.50
Hvy. wt. (250-290 lbs.) gd-ch.	7.20@7.60	7.60@7.90	6.90@7.25	7.15@7.50	6.95@7.25
(290-350 lbs.) gd-ch.	6.90@7.30	7.30@7.75	6.70@7.10	6.90@7.30	6.75@7.10
Pkg. sows (275-500 lbs.) med-ch.	6.25@6.65	6.25@6.60	6.00@6.40	6.00@6.45	5.90@6.30
Sitr. pigs (100-130 lbs.) gd-ch.	7.50@8.00	7.50@8.00	6.75@7.25	6.75@7.25	7.25@7.50
Av. cost & wt. Thurs. (pigs excl.)	7.53-246 lbs.	8.03-196 lbs.	6.97-268 lbs.	7.56-228 lbs.	.....

## Slaughter Cattle and Calves:

STEERS (600-900 LBS.):					
Choice	10.50@11.50	9.75@10.50	9.50@10.25	9.50@10.50	10.00@11.00
Good	9.00@10.75	7.50@9.75	8.00@9.50	7.75@9.50	8.25@10.00
Medium	7.75@9.00	6.50@7.50	6.50@8.00	6.25@8.00	6.25@8.25
Common	6.50@8.00	5.50@6.50	5.50@6.50	5.00@6.25	5.00@6.25

## STEERS (900-1,100 LBS.):

Choice	10.75@11.50	9.75@10.50	9.50@10.25	9.50@10.50	10.00@11.00
Good	8.75@10.75	7.75@9.75	8.00@9.50	8.00@9.50	8.25@10.00
Medium	7.75@9.00	6.75@7.75	6.50@8.25	6.50@8.00	6.50@8.25
Common	6.25@7.75	5.50@6.75	5.50@6.50	5.00@6.50	5.00@6.25

## STEERS (1,100-1,300 LBS.):

Choice	10.25@11.25	9.75@10.50	9.50@10.50	9.50@10.50	10.00@11.00
Good	8.75@10.50	8.00@9.75	8.25@9.50	8.00@9.50	8.25@10.00
Medium	8.00@9.00	6.75@8.00	6.50@8.50	6.50@8.50	6.50@8.50

## STEERS (1,300-1,500 LBS.):

Choice	10.25@11.00	9.75@10.50	9.75@10.50	9.50@10.50	10.25@11.25
Good	8.75@10.50	8.00@9.75	8.50@9.75	8.00@9.50	8.25@10.25

## HEIFERS (850-950 LBS.):

Choice	9.25@10.00	8.50@10.00	7.50@9.00	7.75@9.00	8.25@9.25
Good	8.00@9.25	7.00@8.75	6.75@8.75	6.75@8.75	6.25@8.25
Medium	7.25@8.50	6.00@7.00	5.50@6.75	5.25@6.75	5.00@6.25
Common	6.00@7.25	5.00@6.00	4.50@5.50	4.25@5.25	4.00@5.00

## COWS:

Choice	6.00@7.00	6.25@6.50	5.75@6.75	5.50@6.50	5.25@6.25
Good	5.00@6.00	5.50@6.25	4.75@5.75	4.75@5.50	4.50@5.25
Com-med.	4.00@5.25	4.50@5.50	4.00@4.75	4.00@4.75	3.75@4.50
Low cutter and cutter	3.00@4.25	2.50@4.50	2.75@4.00	2.75@4.00	2.50@3.75

## BULLS (YRLS. EX. BEEF):

Gd-ch.	4.25@5.75	4.25@5.00	4.00@5.50	4.00@4.50	4.00@5.00
Cut-med.	3.75@4.75	3.25@4.50	3.50@4.25	3.25@4.00	3.00@4.25

## VEALERS (MILK-FED):

Gd-ch.	7.00@9.00	9.50@11.00	7.50@9.00	6.50@8.00	5.50@8.50
Medium	6.00@7.00	7.00@9.50	6.50@7.50	5.00@6.50	4.00@5.50
Cul-com.	4.50@6.00	3.50@7.00	4.00@6.50	3.50@5.00	3.00@4.00

## CALVES (250-500 LBS.):

Gd-ch.	5.00@6.50	5.50@7.50	6.00@7.50	5.50@7.00	4.00@6.50
Com-med.	3.00@5.00	3.50@5.50	4.00@6.00	3.00@5.00	2.75@4.00

## Slaughter Sheep and Lambs:

Lambs (90 lbs. down): gd-ch.	8.50@9.35	8.50@9.50	8.00@8.50	7.75@8.35	7.75@8.00
Medium	7.50@8.50	7.50@8.50	7.25@8.00	6.75@7.75	6.75@7.75
(All weights)—Common	6.00@7.50	6.00@7.50	6.00@7.25	5.25@6.75	5.50@6.75

## Yearling Wethers:

(90-110 lbs.)—Med-ch.	5.50@8.25	5.50@8.00	5.25@7.00	5.25@7.25	5.00@7.25
Ewes: (90-120 lbs.)—Med-ch.	4.00@5.00	3.50@4.50	3.75@4.75	3.25@4.00	3.25@4.75
(120-150 lbs.)—Med-ch.	3.50@4.75	3.25@4.25	3.50@4.50	3.00@4.25	3.00@4.25
(All weights)—Cul-com.	2.00@4.00	1.75@3.50	1.50@3.75	1.25@3.25	1.50@3.25

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, March 7, 1931, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,407	1,362	16,388
Swift & Co.	3,862	616	14,486
Wilson & Co.	3,786	1,167	8,529
Morris & Co.	1,202	....	5,946
Anglo-Amer. Prov. Co.	1,132	....	....
G. H. Hammond Co.	1,538	584	....
Libby, McNeill & Libby	497	....	....
Bresnan Packing Co.	6,310 hogs; Independent	....	....
Packing Co.	196 hogs; Boyd, Lanham & Co.,	....	....
644 hogs; Hygrade Food Products Corp., 4,976	....	....	....
hogs; Agar Packing Co., 3,703 hogs; others,	....	....	....
36,907 hogs.	....	....	....
Total: Cattle, 17,424; calves, 4,761; hogs,	....	....	....
56,655; sheep, 45,329.	....	....	....

## KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,013	1,320	5,717
Cudahy Pkg. Co.	2,362	1,063	6,062
Swift & Co.	442	....	....
Morris & Co.	1,666	1,177	5,212
Swift & Co.	2,315	4,813	7,446
Wilson & Co.	2,586	1,359	7,817
Others	1,224	870	16
Total	12,508	10,751	32,370

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	3,759	10,155	11,596
Cudahy Pkg. Co.	3,672	11,197	11,443
Dold Pkg. Co.	801	8,106	....
Morris & Co.	1,629	2	3,502
Swift & Co.	3,527	0,246	13,664
Geo. Hoffman & Co.	40	....	....
Omaha Pkg. Co.	60	....	....
So. Omaha Pkg. Co.	25	....	....
Lincoln Pkg. Co.	102	....	....
Nagle Pkg. Co.	213	....	....
J. Roth & Sons	65	....	....
Sinclair Pkg. Co.	588	....	....
Wilson & Co.	336	....	....
Others	11	2,497	....
Total	14,978	60,377	40,207

## ST. LOUIS.

	Cattle Calves.	Hogs.	Sheep.
Armour and Co.	1,414	825	2,064
Swift & Co.	1,779	1,647	1,500
Morris & Co.	733	530	....
East Side Pkg. Co.	390	....	473
American Pkg. Co.	110	41	2,010
Hell Pkg. Co.	....	483	....
Key Pkg. Co.	97	120	3,319
Sieff Pkg. Co.	....	1,416	....
Shippers	3,508	2,743	1,540
Others	3,278	483	10,208
Total	11,790	6,379	54,132
Not including 1,818 cattle, 1,207 calves, 33,587	....	....	....
hogs and 274 sheep bought direct.	....	....	....

## ST. JOSEPH.

	Cattle Calves.	Hogs.	Sheep.
Swift & Co.	1,802	474	5,908
Armour and Co.	1,004	279	2,331
Morris & Co.	1,054	203	3,503
Others	2,312	114	3,144
Total	6,172	1,070	14,886

## SIOUX CITY.

	Cattle Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,771	127	12,769
Armour and Co.	1,921	117	12,064
Swift & Co.	1,554	117	6,182
Shippers	2,251	73	14,594
Others	152	35	37
Total	7,649	409	45,640

## OKLAHOMA CITY.

	Cattle Calves.	Hogs.	Sheep.
Morris & Co.	1,166	509	2,808
Wilson & Co.	1,164	484	2,823
Others	131	33	663
Total	2,461	1,026	6,284
Not including 144 cattle and 515 hogs bought direct.	....	....	....

## WICHITA.

	Cattle Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	908	358	2,229
Jacob Dold Co.	440	13	1,560
Wichita D. B. Co.	17	....	....
Dean Osterstag	85	....	....
Fred W. Dold	81	....	460
Total	1,621	371	4,255
Not including 3,010 hogs bought direct.	....	....	....

## DENVER.

	Cattle Calves.	Hogs.	Sheep.
Swift & Co.	500	95	2,502
Armour and Co.	843	125	2,719
Blayney-Murphy	268	77	1,704
Others	1,042	82	1,066
Total	2,662	379	8,081

## ST. PAUL.

	Cattle Calves.	Hogs.	Sheep.
Armour and Co.	2,413	3,722	9,440
Cudahy Pkg. Co.	406	1,128	....
Swift & Co.	3,676	5,620	14,006
United Pkg. Co.	1,068	107	....
Others	865	33	17,445
Total	8,628	10,615	40,890

## MILWAUKEE.

	Cattle Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,137	7,477	6,968
U.D.B. Co., N. Y.	51	....	....
The Layton Co.	....	322	....
R. Gunn & Co.	119	21	73
Armour and Co.	371	3,749	....
Armour & Co., Chl.	96	....	....
N.Y.B.D.M. Co., N.Y.	40	....	....
Shippers	143	31	103
Others	359	203	73
Total	2,316	11,481	7,539

## INDIANAPOLIS.

	Cattle Calves.	Hogs.	Sheep.
Kingman & Co.	1,080	590	4,676
Armour and Co.	348	199	1,117
Indianapolis Abt. Co.	548	50	738
Hilgemeyer Bros.	5	....	1,050
Brown Bros.	91	36	77
Schusler Pkg. Co.	....	198	....
Riverview Pkg. Co.	6	....	171
Meier Pkg. Co.	129	13	263
Indiana Prov. Co.	42	9	192
Maas Hartman Co.	24	14	....
Art Wabnitz	21	47	....
Hoosier Abt. Co.	....	....	....
Shippers	546	1,081	11,728
Others	324	81	708
Total	3,170	2,700	20,913

## CINCINNATI.

	Cattle Calves.	Hogs.	Sheep.
S. W. Gall's Sons	....	....	129
E. Kahn's Sons Co.	1,008	345	6,708
Kroger G. & B. Co.	72	93	3
Lohrey Pkg. Co.	1	....	221
A. Sander Pkg. Co.	....	....	402
J. Schlachter's Sons	182	179	104
J. & P. Schroth Co.	....	....	2,215
John F. Stegner	183	215	19
Ideal Pkg. Co.	....	521	....
Shippers	222	790	2,738
Others	745	382	3,227
Total	2,511	1,974	16,035

Not including 436 cattle, 9,155 hogs and 2,044 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended March 7, 1931, with comparisons:

## CATTLE.

	Week ended Mar. 7.	Prev. week.	Cor. week. 1930.
Chicago	17,424	13,454	17,572
Kansas City	12,508	13,750	14,700
Omaha	14,978	13,575	19,687
St. Louis	13,617	15,087	8,545
St. Joseph	6,172	7,408	8,399
Sioux City	7,649	7,671	8,429
Oklahoma City	2,005	2,482	3,273
Wichita	1,621	1,573	1,289
Denver	2,662	1,574	2,801
St. Paul	8,628	8,935	9,062
Milwaukee	2,316	2,909	2,712
Indianapolis	3,170	4,189	4,373
Cincinnati	2,947	3,620	1,890
Total	90,297	96,831	102,581

## HOGS.

	Week ended Mar. 7.	Prev. week.	Cor. week. 1930.
Chicago	56,655	70,726	62,679
Kansas City	10,571	15,441	14,714
Omaha	60,377	99,601	68,688
St. Louis	87,719	100,338	32,489
St. Joseph	14,896	24,446	23,136
Sioux City	45,646	63,882	50,922
Oklahoma City	6,799	6,089	8,643
Wichita	7,265	9,618	5,235
Denver	8,081	7,496	10,118
St. Paul	40,890	58,797	47,394
Milwaukee	7,539	9,811	9,186
Indianapolis	20,913	28,906	28,854
Cincinnati	25,190	17,197	11,067
Total	402,131	512,137	373,195

## SHEEP.

	Week ended Mar. 7.	Prev. week.	Cor. week. 1930.
Chicago	45,329	54,807	50,027
Kansas City	32,370	27,461	36,714
Omaha	40,207	41,023	53,088
St. Louis	5,932	5,873	10,082
St. Joseph	29,944	30,572	30,861
Sioux City	16,594	27,009	16,892
Oklahoma City	468	533	515
Wichita	1,197	1,426	2,521
Denver	30,951	15,223	28,692
St. Paul	14,730	15,683	6,917
Milwaukee	798	633	523
Indianapolis	3,229	6,850	2,024
Cincinnati	4,870	2,906	4,965
Total	226,910	230,030	243,501

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 2	13,120	1,359	51,885	16,982
Tues., Mar. 3	6,798	2,753	18,506	22,447
Wed., Mar. 4	6,934	2,401	15,851	8,659
Thurs., Mar. 5	5,262	1,904	26,137	13,237
Fri., Mar. 6	2,398	341	18,205	14,805
Sat., Mar. 7	100	100	9,000	4,000
Total this week	37,612	8,558	134,634	80,130
Previous week	32,953	9,792	176,295	87,775
Year ago	37,557	10,983	110,980	85,317
Two years ago	39,700	14,928	163,953	88,512
Total receipts for month and year to Mar. 7, with comparisons:	....	....	....	....

	February—1931.	1930.	1931.	1890.
Cattle	37,612	37,221	389,800	378,892
Calves	8,558	9,905	83,261	98,540
Hogs	134,634	127,327	1,944,200	1,835,521
Sheep	80,130	85,930	740,877	739,283

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 2	3,680	30	8,601	6,367
Tues., Mar. 3	2,577	....	5,775	6,907
Wed., Mar. 4	2,650	62	2,830	4,238
Thurs., Mar. 5	1,954	190	4,904	7,444
Fri., Mar. 6	818	120	6,086	5,901
Sat., Mar. 7	....	....	1,000	500
Total this week	11,659	402	28,896	31,057
Previous week	11,939	613	33,217	28,990
Year ago	11,328	219	35,689	30,318
Two years ago	11,577	536	50,693	17,896

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Mar. 7	\$ 8.35	\$ 7.10	\$ 4.10	\$ 8.00
Previous week	8.10	7.00	3.75	7.95
1930	12.55	10.55	4.85	10.45
1929	12.35	11.45	7.50	16.70
1928	13.10	8.06	8.50	15.70
1927	10.85	11.55	8.60	14.95
1926	9.85	12.45	5.10	15.60
Av. 1926-1930	\$11.75	\$10.80	\$ 7.40	\$14.30

## SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Mar. 7	25,900	106,200	49,100
Previous week	21,014	143,078	58,783
1930	28,220	83,971	64,909
1929	28,132	113,280	40,946
1928	28,456	148,154	33,632
1927	34,068	87,606	48,971

\*Saturday, Mar. 7, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	No. Rec'd.	Avg. Wgt.	Prices—Top.	Avg.
*Week ended Mar. 7	134,600	235	\$ 7.05	\$ 7.10
Previous week	176,295	233	7.05	7.00
1930	119,680	231	11.40	10.55
1929	163,953	231	12.10	11.45
1928	221,137	236	8.45	8.05
1927	137,690	239	12.30	11.55
1926	150,076	247	14.00	12.45
Av. 1926-1930	158,500	237	\$11.05	\$10.80

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended March 7, 1931, with comparisons:

	CATTLE		
	Week ended Mar. 7.	Prev. week.	Cor. week, 1930.
Chicago	17,424	18,424	17,872
Kansas City	12,508	13,851	17,826
Omaha	14,312	12,330	16,676
St. Louis	11,827	14,919	8,545
St. Joseph	4,913	6,187	6,638
Sioux City	5,835	6,974	6,395
Wichita	1,902	2,001	1,654
Fort Worth	1,811	4,054	1,636
Philadelphia	1,339	1,316	1,336
Indianapolis	1,339	1,338	1,543
New York & Jersey City	8,446	8,175	8,384
Oklahoma City	3,631	3,434	4,973
Cincinnati	2,489	2,975	2,917
Denver	2,065	1,806	2,448
Total	88,182	93,413	97,106

	HOGS		
	Week ended Mar. 7.	Prev. week.	Cor. week, 1930.
Chicago	129,179	142,398	108,111
Kansas City	10,571	15,548	14,714
Omaha	23,944	28,051	30,901
St. Louis	11,955	18,409	18,880
St. Joseph	30,432	40,028	38,434
Sioux City	4,255	5,676	5,225
Wichita	1,305	1,604	1,676
Fort Worth	13,905	15,904	16,076
Philadelphia	11,602	18,221	16,157
Indianapolis	46,009	44,807	61,746
New York & Jersey City	6,799	6,089	9,197
Oklahoma City	17,942	19,412	18,569
Cincinnati	1,066	8,845	12,716
Denver	358,801	429,833	378,565

	SHEEP		
	Week ended Mar. 7.	Prev. week.	Cor. week, 1930.
Chicago	45,329	54,807	50,027
Kansas City	32,370	27,816	36,714
Omaha	34,312	35,220	45,622
St. Louis	4,118	4,580	10,982
St. Joseph	24,762	25,649	27,970
Sioux City	17,165	18,083	13,906
Wichita	1,197	1,426	2,521
Fort Worth	4,679	7,518	4,704
Philadelphia	1,115	1,426	5,858
Indianapolis	70,529	69,024	63,210
New York & Jersey City	468	533	601
Oklahoma City	2,840	3,056	1,300
Cincinnati	221	5,615	5,942
Denver	239,105	259,500	262,629

## FEB. FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers in February, 1931, are reported as follows:

	Cattle	Calves	Hogs	Sheep and Lambs
Baltimore	5,619	1,143	61,048	1,312
Buffalo	5,525	1,711	62,463	5,623
Chicago	101,283	33,869	190,908	19,098
Cincinnati	11,969	5,515	75,118	12,550
Cleveland	5,090	4,885	60,275	9,715
Denver	4,975	1,681	62,802	20,543
Detroit	5,101	5,540	69,689	7,275
Fl. Worth	17,341	11,877	27,985	24,754
Indianapolis	11,606	3,253	66,311	6,778
Kansas City	31,655	14,753	194,982	123,867
Milwaukee	11,982	50,328	127,204	3,743
Nat. Stock Yards	22,988	9,193	83,695	13,010
New York	27,263	47,874	67,269	239,027
Omaha	58,223	5,591	269,800	135,714
Philadelphia	4,594	6,336	72,127	12,063
St. Louis	10,914	5,435	120,862	2,696
Sioux City	28,237	2,452	182,711	74,294
S. St. Joseph	19,718	4,794	86,950	90,165
S. St. Paul	36,042	65,549	228,621	62,168
Wichita	6,258	1,761	39,776	6,773
All other stations	113,294	69,439	1,525,817	170,186
Total:	559,409	332,980	4,141,872	1,223,294
Feb., '31	561,211	329,408	4,034,138	1,187,349
8 months ended Feb., '31	5,512,940	3,004,437	30,349,800	11,523,788
8 months ended Feb., '30	5,687,020	2,871,919	32,304,674	9,897,068

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Mar. 7, 1931:

Week ended	New York	Boston	Phila.
Mar. 7, 1931	5,348	200	877
Feb. 28, 1931	19,598	5,535	4,222
Feb. 21, 1931	9,535	2,410	16,853
Feb. 14, 1931	22,092	.....	.....
To date, 1931	130,534	7,181	61,727
Mar. 8, 1930	65,990	11,650	35,548
Mar. 1, 1930	41,770	34,615	42,689
To date, 1930	354,349	93,541	129,309

## THE WEEK IN HOG FUTURES.

Transactions in the hog future market are reported by the Chicago Livestock Exchange for the week ended Mar. 13, 1931, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Mar. 13.	Since March 1, 1930.
Pounds sold	33,000	19,255,500
Hogs sold	160	83,130
Contracts sold	2	1,166
Hogs delivered	.....	17,239
Pounds delivered	.....	3,913,430
Av. wt. hogs delivered	.....	212

Active quotations on future contracts for the week ended March 13, 1931:

	Light.*	Med.	Heavy.
SATURDAY, MARCH 7, 1931.			
NO TRANSACTIONS.			
MONDAY, MARCH 9, 1931.			
Apr. ....	\$ 8.50	.....	.....
MARCH 10-12, 1931, INCL.			
NO TRANSACTIONS.			
FRIDAY, MARCH 13, 1931.			
Sept. ....	.....	.....	\$ 8.50

\*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Uneven weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Mar. 7, 1931:

	Cattle	Hogs	Sheep
At 20 markets:			
Week ended Mar. 7	158,000	502,000	345,000
Previous week	180,000	646,000	368,000
1930	199,000	551,000	376,000
1929	172,000	613,000	282,000
1928	182,000	807,000	298,000
1927	205,000	590,000	298,000
Hogs at 11 markets:			
Week ended Mar. 7	.....	442,000	.....
Previous week	.....	581,000	.....
1930	.....	486,000	.....
1929	.....	520,000	.....
1928	.....	708,000	.....
1927	.....	698,000	.....
At 7 markets:			
Week ended Mar. 7	121,000	388,000	271,000
Previous week	123,000	614,000	279,000
1930	143,000	424,000	281,000
1929	129,000	455,000	211,000
1928	130,000	627,000	151,000
1927	151,000	468,000	202,000

## STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Stocks of the principal hides and skins at the end of January, 1931, and December, 1930, based on reports received from 3,994 manufacturers and dealers, according to the U. S. Department of Commerce:

	Stocks on hand or in transit.			*Deliveries during Jan., 1931.
	Jan. 31, 1931.	Dec. 31, 1930.	Tanned during Jan., 1931.	
Cattle, total hides	4,284,526	4,316,224	1,078,841	1,390,000
Steers, hides	1,451,480	1,452,064	.....	415,000
Cows, hides	1,548,822	1,603,503	.....	604,000
Bulls, hides	168,000	169,307	.....	48,000
Unclassified hides	1,116,124	1,091,320	.....	353,000
Buffalo hides	27,205	27,773	.....	1,655
Calves	2,616,072	2,589,349	969,747	940,700
Green-salted skins	2,340,957	2,282,982	858,517	867,000
Dry or dry-salted skins	275,965	306,367	40,980	11,100
Kip, total skins	568,062	612,301	134,990	175,000
Green-salted skins	516,965	576,098	134,990	172,000
Dry or dry-salted skins	51,097	36,203	.....	3,000
Horse, colt, ass, and mule:				
Hides	145,655	139,875	4,453	23,000
Fronts, whole	38,086	41,748	73,832	1,900
Butts, whole	322,242	330,909	65,239	.....
Shanks	10,154	9,754	15,806	.....
Splits, pickled, pieces	17,875	23,790	29,516	.....
Goat and kid, skins	11,840,949	11,811,421	4,173,398	708,000
Cabretta, skins	1,466,401	1,537,232	306,443	65,000
Sheep and lamb, total skins	13,318,498	13,795,557	2,698,728	2,872,500
Wool skins	1,284,234	1,301,932	.....	314,000
Shearings, skins	479,200	546,755	.....	200,000
Without wool—pickled skins	10,925,320	11,312,049	.....	1,861,170
Without wool—dry skins	629,744	634,821	.....	1,500
Shivers, dozens	89,835	108,457	.....	.....
Fleashers, dozens	8,355	10,588	.....	.....
Kangaroo and wallaby skins	454,002	371,872	89,808	.....
Deer and elk skins	206,908	207,090	69,358	64,000
Pig and hog skins	103,794	87,569	68,403	28,100
Pig and hog strips, lbs.	397,498	381,585	226,321	75,100
Seal skins	75,000	64,275	14,616	.....

\*Represents deliveries by packers, butchers, dealers, and importers.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended March 5, 1931, with comparisons, as reported by the Dominion Live Stock Branch:

BUTCHER STEERS.			
Up to 1,050 lbs.			
	Week ended Mar. 5.	Prev. week.	Same week, 1930.
Toronto	\$ 7.60	\$ 7.50	\$10.70
Montreal	6.75	7.25	10.25
Winnipeg	6.00	6.25	10.25
Calgary	5.50	5.50	10.25
Edmonton	5.25	5.25	10.25
Prince Albert	5.00	5.00	9.25
Moose Jaw	5.35	5.75	9.25
Saskatoon	5.25	5.00	9.25
VEAL CALVES.			
Toronto	\$ 9.50	\$10.00	\$11.00
Montreal	9.50	10.00	11.00
Winnipeg	10.00	10.00	11.00
Calgary	8.50	8.50	11.00
Edmonton	9.00	9.00	11.00
Prince Albert	9.50	9.50	11.00
Moose Jaw	8.00	7.50	11.00
Saskatoon	8.00	7.50	11.00
SELECT BACON HOGS.			
Toronto	\$ 7.15	\$ 8.50	\$14.00
Montreal	7.50	8.75	14.00
Winnipeg	7.00	7.25	13.00
Calgary	6.15	7.10	12.00
Edmonton	6.35	5.75	12.00
Prince Albert	6.50	7.00	12.15
Moose Jaw	6.70	5.95	12.15
Saskatoon	6.50	5.95	12.15
GOOD LAMBS.			
Toronto	\$ 9.00	\$ 9.25	\$11.00
Montreal	9.00	8.50	10.00
Winnipeg	7.50	7.50	11.00
Calgary	6.50	8.25	11.00
Edmonton	6.75	4.75	10.00
Prince Albert	.....	6.00	9.75
Moose Jaw	.....	6.85	9.00
Saskatoon	.....	6.00	.....



# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Packer hides are as strong and as active as the limited offerings will permit. One packer, who had not participated in the earlier trading last week, sold about 25,000 February-March hides last Saturday at a half-cent advance on all steers, bringing those descriptions in line with previous sales of light native and branded cows. Offerings were scarce at the opening of the week, and around mid-week a further advance of a half-cent on all descriptions was obtained on a rather scattered trade in which all packers participated. The total movement, including last Saturday's trade, is estimated around 60,000 hides, running well to March kill; some sales were of straight March hides. While the advance was first obtained on small sales of light native cows for Exchange delivery, in the later trading consuming interests participated, and the advance in raw hides is expected to help firm up the leather market.

Offerings at present are very light, most killers reporting a well-sold up condition, and the market appears firm at these levels. The kill has been running very light. The slaughter of cattle at all inspected markets in the country during February is reported at 559,000, the smallest for that month since 1921.

Spread native steers quoted 10@10½c, nom. About 5,500 February-March native steers sold at 9c, with about 6,000 earlier at 8½c. Total of 5,000 extreme native steers sold at 9c.

Couple cars butt branded steers moved at 9c, and about 2,000 late last week at 8½c. Couple cars Colorados brought 8½c, with earlier sales of 4,000 at 8c. Heavy Texas steers quoted nominally 9c. One car light Texas steers brought 8½c; extreme light Texas steers quoted 8½c, nom.

One packer sold 2,000 St. Paul February-March heavy native cows at 9c; regular points could be sold at 8½c at present, and about 4,000 sold late last week at 8c. Five cars light native cows moved so far at 9c; about 6,000 sold at end of last week at 8½c. Branded cows quoted 8½c, nom.; about 11,000 sold late last week at 8c.

One packer sold a car February-March native bulls at 6c. Branded bulls quoted 5@5½c, nom., with last trading in southern at 5c, dating October forward.

South American market rather quiet early, but late sales of 4,000 Artigas reported at \$33.50, equal to 13c, c.i.f. New York, as against \$33.00 or 12½c last week; also 4,000 LaPlata steers at \$31.25, equal to 12½c, c.i.f. New York, as against \$31.75 or 11½c paid last week.

**SMALL PACKER HIDES**—A local small packer sold March production of three outside plants this week at 8c for all-weight native steers and cows and 7½c for branded; also production of another outside plant late last week, same basis. Local small packers cleaned up to end of March.

Last trading in Pacific Coast market was at 6c, flat, for February steers and cows, f.o.b. shipping points, couple

weeks back; market nominally around 7½c.

**HIDE TRIMMINGS**—New style hide trimmings sold at \$24.00 per ton; old style, sinews, pizzles and cured hide trimmings quoted \$28.00@30.00 per ton.

**COUNTRY HIDES**—Country hides are firm, but buyers are slow to follow the recent advance. All-weights, 48 lb. av., sold at 6½c, selected, delivered; some ask more. Heavy steers and cows slow; last sales at 6c, quoting up to 6½c. Buff weights generally quoted 6@6½c, some claiming sales at top figure. Extremes sold at 7½c for couple cars but asking 8c or better. Bulls 4@4½c, nom. All-weight branded 5½@6c, flat, less Chicago freight, asked.

**CALFSKINS**—One packer sold about 35,000 February calfskins late this week at 17c for northern; southern a cent less. A car sold in another direction earlier on private terms.

Car of 8/10 Chicago city calf sold at 12c, early; 10/15 lb. quoted around 15c, and straight 8/15 lb. weights 14@14½c. Mixed cities and countries 11½@12c; straight countries about 10c. Chicago city light calf sold at 95c.

**KIPSKINS**—One packer sold 5,600 January kipskins at 13c for northern natives; over-weights sold at 11½c for northern and 10c for southern; branded quoted around 9c.

Chicago city kipskins 11½@12c, nom. Mixed cities and countries 9½@10c; straight countries about 9c.

Packer regular slunks last sold at 77½c; offerings held at 85c. Hairless quoted 25@35c, nom.

**HORSEHIDES**—Market firm, with bids of \$3.50 reported declined for straight city renderers; mixed city and country lots range \$2.50@3.00; straight countries, \$2.25@2.50.

**SHEEPSKINS**—Dry pelts stronger and quoted 8½@9c for 1½ in. and up wool; short wools half-price. Big packer shearlings quoted 40@45c for No. 1's, and 20@25c for No. 2's, with some sold on this basis. Small packer shearlings sold at outside points at 20c for No. 1's, 10c for No. 2's; clips of no value. Pickled skins quoted \$1.50 per doz. straight run of packer lamb on clean-up sales; quoting \$1.50@1.65 in some directions. March lamb pelts moving at 90c, with some improvement expected. Country lamb pelts 40@50c for fine wool, 35@40c for medium wool.

**PIGSKINS**—No. 1 pigskin strips offered at 5c per lb., Chicago. Gelatine scraps quoted 2½c last paid.

## New York.

**PACKER HIDES**—One packer moved half of March production this week at 9c for native steers and butt branded steers, 8½c for Colorados. Market firm on this basis.

**COUNTRY HIDES**—Country market firm but tanner slow to pay advances. Buff weights quoted 6@6½c; extremes in a firm position at 7½c.

**CALFSKINS**—Car of 5-7's sold early at \$1.20; later sales reported at \$1.25@1.30; last trading in 7-9's was at \$1.42½@1.55, and 9-12's at \$2.15@2.25. However, market fairly well cleaned up and higher prices will undoubtedly be

obtained on next sales, based on the strength in the western market.

## New York Hide Exchange Futures.

Saturday, March 7, 1931—Close: Mar. 9.75n; Apr. 10.05n; May 10.40 sale; June 10.80n; July 11.15n; Aug. 11.55n; Sept. 11.90 sale; Oct. 12.25n; Nov. 12.60n; Dec. 12.95@13.00; Jan. 13.05n; Feb. 13.20n. Sales 109 lots.

Monday, March 9, 1931—Close: Mar. 9.75n; Apr. 10.05n; May 10.38 sale; June 10.80n; July 11.15n; Aug. 11.55n; Sept. 11.90@11.95; Oct. 12.25n; Nov. 12.60n; Dec. 12.95@13.05; Jan. 13.05n; Feb. 13.20n. Sales 75 lots.

Tuesday, March 10, 1931—Close: Mar. 9.90n; Apr. 10.20n; May 10.50@10.60; June 10.95n; July 11.30n; Aug. 11.70n; Sept. 12.01@12.10; Oct. 12.40n; Nov. 12.75n; Dec. 13.10@13.20; Jan. 13.20n; Feb. 13.35n. Sales 43 lots.

Wednesday, March 11, 1931—Close: Mar. 9.90n; Apr. 10.20n; May 10.50@10.65; June 11.00n; July 11.40n; Aug. 11.85n; Sept. 12.30 sale; Oct. 12.65n; Nov. 13.00n; Dec. 13.33@13.35; Jan. 13.45n; Feb. 13.60n. Sales 85 lots.

Thursday, March 12, 1931—Close: Mar. 10.00n; Apr. 10.35n; May 10.65 sale; June 11.15n; July 11.55n; Aug. 12.00n; Sept. 12.39 sale; Oct. 12.75n; Nov. 13.10n; Dec. 13.45n; Jan. 13.55n; Feb. 13.70n. Sales 86 lots.

Friday, March 13, 1931—Close: Mar. 10.35n; Apr. 10.70n; May 11.00@11.05; June 11.45n; July 11.85n; Aug. 12.30n; Sept. 12.65@12.69; Oct. 13.10n; Nov. 13.45n; Dec. 13.85@13.95; Jan. 13.95n; Feb. 14.10n. Sales 151 lots.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Mar. 13, 1931, with comparisons, are reported as follows:

### PACKER HIDES.

	Week ended Mar. 13.	Prev. week.	Cor. week, 1930.
Spr. nat. .... 10	@10½a	@ 9½a	@10a
Hvy. nat. str. .... 9	@ 9	@ 8	@14½
Hvy. Tex. str. .... 9n	@ 8n	@ 8n	@14
Hvy. butt brand'd str. .... 9	@ 8	@ 7½	@14
Hvy. Col. str. .... 8½	@ 8½	@ 7½	@13½
Ex-light Tex. str. .... 8½a	@ 8n	@ 8n	@12
Brand'd cows. .... 8½n	@ 8b	@ 8b	@12
Hvy. nat. .... 8½@ 9	@ 7½	@ 12	@12½
Lt. nat. cows. .... 8	@ 8½b	@ 12½	@12½
Nat. bulls. .... 8	@ 8½	@ 8½	@12½
Brand'd bulls. .... 5	@ 5½n	@ 4½n	@ 8½n
Calfskins .... 17	15	@16	18½@19
Kips, nat. .... 13	@13	@13	@17½
Kips, ov-wt. .... 11½	@11½	@11½	@15½
Kips, brand'd. .... 9n	@ 9n	@ 9n	@13½
Slunks, reg. .... 77½	@77½	@77½	@1.20
Slunks, hris. .... 25	@35n	@30n	25 @30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND SMALL PACKERS.

Nat. all-wts. .... 8½a	@ 7½	12½@12½
Branded .... 8n	@ 7	11½@11½
Nat. bulls. .... 5½a	@ 5b	@ 9
Brand'd bulls. .... 4½n	@ 4n	@ 8
Calfskins .... 14½@15n	@13	@17n
Kips .... 11½@12n	@10	@16n
Slunks, reg. .... 70	@75n	@1.10
Slunks, hris. .... 20	@25n	@26

### COUNTRY HIDES.

Hvy. steers .... 6	@ 6ax	@10n
Hvy. cows .... 6	@ 6ax	@10n
Butts .... 6 @ 6½	@ 6½	7 10 @10½
Extremes .... 7½@ 8	@ 7	8 12 @12½
Bulls .... 4 @ 4½	@ 4	4 4½ @ 7ax
Calfskins .... 10n	@ 8n	@14n
Kips .... 9n	@ 7½	@13n
Light calf .... 75	@ 75	1.00@1.10
Deacons .... 75	@ 75	1.00@1.10
Slunks, reg. .... 30	@ 35	@ 0.75
Slunks, hris. .... 5	@ 10n	@ 5 @10n
Horsehides .... 2.25@3.50	2.35@3.50	3.50@4.50
Hogskins .... 40	@40	50 @55

### SHEEPSKINS.

Pkr. lambs. .... 85	@ 90	85 @90	1.30@1.50
Sm. pkr. .... 85	@ 90	85 @90	1.25@1.45
Lambs .... 60	@ 75	60 @75	75 @1.10
Pkr. shearings .... 40	@ 45	40 @45	75 @1.10
Dry pelts .... 8½@ 9	@ 9	8½@ 9	13 @14



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# Chicago Section

W. R. Ray, assistant sales manager of the Kohrs Packing Co., Davenport, Ia., spent several days in Chicago during the week.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 17,207 cattle, 4,661 calves, 31,772 hogs, and 34,947 sheep.

Wm. J. Sullivan, in charge of the packing plant of the Colombia Products Co., Cartagena, Colombia, South America, is in Chicago for a few weeks.

Harold Kelley, who has been head hog buyer for Armour and Company at Omaha for several years, has been appointed assistant buyer for the company at Chicago. He is enjoying an extended vacation before taking up his new duties.

The sympathy of his friends in the industry is extended to Robert I. Johnson, provision manager of the Oscar Mayer & Co. plant at Madison, Wis., in the death of his mother, Sophia Johnson, and his father, Christen P. Johnson. Mr. Johnson passed away on March 10, Mrs. Johnson on March 11.

Provision shipments from Chicago for the week ended Mar. 7, 1931, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk., 1930.
Cured meats, lbs.	10,499,000	12,118,000	18,295,000
Fresh meats, lbs.	44,501,000	43,188,000	31,200,000
Lard, lbs.	7,592,000	9,524,000	6,754,000

The regular annual sales meeting of the Kohrs Packing Co., Davenport, Ia., was held at the end of the week. The meeting closed with a banquet on Saturday night. Five members of the company's Chicago sales staff were in attendance. These were C. A. Gorman, Stanley Feitl, A. Holmberg, Joe Cohn and Charles Hall.

Packers in Chicago this week at a meeting of the Business Survey Committee of the Institute of American Meat Packers included the following: L. E. Dennig and W. W. Krenning, St. Louis Independent Packing Co.; Samuel Slotkin, Hygrade Food Products Corp., New York City; J. E. Decker, Jacob E. Decker & Sons, Mason City, Iowa; W. H. Mooney and C. F. Welhener, Indianapolis Abattoir Corp.; W. F. Price, Jacob Dold Packing Co., Buffalo; T. Henry Foster, John Morrell & Co., Ottumwa, Ia.; F. A. Hunter, East Side Packing Co., East St. Louis; T. W. Tallafarro, Hammond Standish & Company, Detroit; J. C. Hormel, George A. Hormel & Co., Austin, Minn.; W. R. Sinclair and John R. Kingan, Kingan & Co., Indianapolis; E. A. Schenk, Columbus Packing Co., Columbus, O.; William Diesing, Cudahy Packing Co., Omaha, Neb.

## JOE HAZEN PASSES ON.

J. H. Hazen, vice president of Edwin C. Price Company, Chicago and Kansas City, died on March 10 after a brief illness. Mr. Hazen, who was only 47 years of age, was stricken with a cerebral hemorrhage the previous Sunday

and did not regain consciousness from that time.

"Joe Hazen," as he was widely known in the packer fraternity, started in the meat business at the age of 12 as an office boy with Swift & Company in South Omaha. At that time he was assigned as assistant to Edwin C. Price, and their business association was never severed in the ensuing 35 years. He worked up through various departments in the Swift organization and when Mr. Price became president of the Chapman Coal Mining Co., a Kansas organization, Mr. Hazen was made superintendent. During his stay in Kansas he was prominent in politics and active in civic affairs. Later he came to Chicago and joined the Edwin C. Price Company, packers' supply house, where he remained until the time of his death.

Funeral services were held in Chicago, Wednesday afternoon, and the body was sent to Omaha for burial. Mr. Hazen is survived by his widow, one child, three brothers and a sister.

## ARMOUR MEN GO UP HIGHER.

Following election of H. G. Mills as vice president in charge of operations, and I. M. Hoagland as vice president in charge of sales, president T. G. Lee of Armour and Company announces other changes in line with these appointments.

General Superintendent Myrick D. Harding becomes assistant general manager of the company, in charge of all plants. Mr. Harding is one of the outstanding figures in packinghouse operation, and a leader in processing progress. He began as an errand boy for C. O. Young at the Kansas City plant of Swift & Company, and rose through all grades to be superintendent of the G. H. Hammond plant at Chicago. When that plant was taken over by Armour he became assistant to gen-

eral superintendent John E. O'Hern, and succeeded him at his death.

W. S. Clithero, who has been in charge of research for Armour, is made head of a new division of distribution, which will act as a contact between buying, production and sales divisions. He has been specializing in the new trends in food distribution, and is considered an authority on the subject. He started with Morris in 1913 and was assistant comptroller of the company when he was assigned to research.

F. W. Loucks, of the beef division, is made head of the branch house department, succeeding vice president Hoagland. He began with Armour as a bookkeeper in 1912, and it didn't take him many years to rise to the top of the sales department.

Frank A. Benson, of the carcass meat division, has been made head of that division. He began with Armour as a stock clerk in 1902 at Newark, N. J., and was district manager of country houses at New York when called to Chicago by Mr. Lee to be his assistant in the beef division.

Frederick Nymyer succeeds Mr. Clithero as head of the research division. R. E. Pearsall has been made assistant to vice president H. S. Johnson in the produce division.

## NEW ENGLAND SAUSAGE BANQUET

The seventh annual banquet of the Sausage Manufacturers Association of New England will be held on Tuesday evening, March 24, at 6 o'clock at the Hotel Bradford, Boston. All members of the industry are cordially invited to be present. S. H. Rabinowitz of the Colonial Provision Co., C. F. Plett of Baldauf & Co., and H. Taylor of the Parks Sausage & Provision Co. compose the committee. The officers of the association are J. Clugston, Carl A. Weitz Co., president; S. H. Rabinowitz, Colonial Provision Co., vice president; W. J. Tarky, F. W. Baldauf Co., treasurer; Harold Taylor, Parks Sausage & Provision Co., secretary; and S. Y. Levovsky, executive secretary.

## POLISH LARD MANUFACTURE.

The new lard refinery at Torun, Poland, began operations in January with a raw material stock of 450 tons, according to reports received by the U. S. Department of Commerce. Of the raw material, 200 tons were Polish materials and 250 tons American steam lard. It is claimed that the plant is equipped to refine about 1,000 tons of lard per month. It is understood that for the present the plant will use about two-thirds American steam lard to one-third local stock.

## LATVIAN LARD DUTY MAY RISE.

The Latvian government proposes to increase the import duty on lard from \$0.019828 to \$0.07712 and on fatbacks from \$0.03856 to \$0.07712 per kilo, according to reports received by the U. S. Department of Commerce. In 1929, the United States exported slightly more than 1 1/4 million lbs. of lard to Latvia.



MYRICK D. HARDING.

Promoted to be assistant general manager of Armour and Company, in charge of all plants.





## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended Mar. 11, 1931.	Cor. week, 1930.
Prime native steers.....	18 @20 1/2	25 @26
Good native steers.....	16 @18	23 1/2 @24
Medium steers.....	14 @16	21 @23
Heifers, good.....	12 @15	19 @22
Cows.....	8 1/2 @11	13 1/2 @17
Head quarters, choice.....	27 1/2 @30	30 @31
Fore quarters, choice.....	14 1/2 @21	21 @21 1/2

## Beef Cuts.

Steer loins, No. 1.....	@36	@41
Steer loins, No. 2.....	@31	@38
Steer short loins, No. 1.....	@46	@51
Steer short loins, No. 2.....	@38	@45
Steer loin ends (hips).....	@25	@32
Steer loin ends, No. 2.....	@31	@38
Cow loins.....	@15	@22
Cow short loins.....	@18	@25
Cow loin ends (hips).....	@13	@19
Steer ribs, No. 1.....	@23	@26
Steer ribs, No. 2.....	@21	@25
Cow ribs, No. 1.....	@12	@14
Cow ribs, No. 2.....	@10	@12
Steer rounds, No. 1.....	@15 1/2	@22
Steer rounds, No. 2.....	@15	@21 1/2
Steer chuck, No. 1.....	@13	@18 1/2
Steer chuck, No. 2.....	@11 1/2	@17 1/2
Cow rounds.....	@10 1/2	@15 1/2
Cow chuck, No. 1.....	@9 1/2	@14 1/2
Steer plates.....	@7	@11
Medium plates.....	@7	@11
Briquets, No. 1.....	@9 1/2	@14 1/2
Steer navel ends.....	@5 1/2	@10 1/2
Cow navel ends.....	@4 1/2	@9 1/2
Fore shanks.....	@9	@12 1/2
Hind shanks.....	@6	@10
Strip loins, No. 1, bbls.....	@55	@60
Strip loins, No. 2.....	@45	@50
Sirloin butts, No. 1.....	@30	@37
Sirloin butts, No. 2.....	@20	@27
Beef tenderloins, No. 1.....	@45	@55
Beef tenderloins, No. 2.....	@30	@40
Ramp butts.....	@26	@30
Flank steaks.....	@22	@27
Shoulder clods.....	@11 1/2	@22
Hanging tenderloins.....	@9 1/2	@20
Inside, green, 5@8 lbs.....	@14 1/2	@20
Outsides, green, 5@6 lbs.....	@11 1/2	@18 1/2
Knuckles, green, 5@6 lbs.....	@13	@22

## Beef Products.

Brains (per lb.).....	@10	@14
Hearts.....	@6	@12
Tongues.....	@29	@35
Sweetbreads.....	@20	@37
Ox-Tail, per lb.....	@15	@18
Fresh tripe, plain.....	@8	@10
Fresh tripe, H. C.....	@14	@18
Livers.....	@18	@22
Kidneys, per lb.....	@11	@17

## Veal.

Choice carcass.....	@15	@21
Good carcass.....	@10	@15
Good saddles.....	@20	@27
Good racks.....	@10	@16
Medium racks.....	@8	@13

## Veal Products.

Brains, each.....	@10	@15
Sweetbreads.....	@50	@80
Calf livers.....	@60	@95

## Lamb.

Choice lambs.....	@19	@22
Medium lambs.....	@17	@20
Choice saddles.....	@23	@28
Medium saddles.....	@22	@26
Choice fores.....	@15	@18
Medium fores.....	@12	@15
Lamb fries, per lb.....	@33	@38
Lamb tongues, per lb.....	@16	@20
Lamb kidneys, per lb.....	@25	@30

## Mutton.

Heavy sheep.....	@8	@10
Light sheep.....	@10	@13
Heavy saddles.....	@10	@13
Light saddles.....	@10	@13
Heavy fores.....	@8	@10
Light fores.....	@8	@10
Mutton legs.....	@14	@20
Mutton loins.....	@10	@13
Mutton stew.....	@6	@9
Sheep tongues, per lb.....	@10	@16
Sheep heads, each.....	@6	@12

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.....	@25	@30
Picnic shoulders.....	@18	@22
Skinned shoulders.....	@12	@16 1/2
Tenderloins.....	@40	@45
Spare ribs.....	@14	@14 1/2
Back fat.....	@11	@13
Boston butts.....	@15	@20
Boneless butts, cellar trim.....	@15	@20
Hocks.....	@20	@25 1/2
Tails.....	@10	@12
Neck.....	@10	@14 1/2
Slip bones.....	@5	@6
Blade bones.....	@13	@14 1/2
Pigs' feet.....	@5	@7
Kidneys, per lb.....	@8	@11
Livers.....	@4	@8
Brains.....	@12	@14
Ears.....	@5	@7
Snouts.....	@7	@9
Heads.....	@9	@11

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	@22
Country style sausage, fresh in link.....	@18 1/2
Country style sausage, fresh in bulk.....	@16
Country style pork sausage, smoked.....	@21
Frankfurts in hog casings.....	@18
Bologna in beef bungs, choice.....	@16
Bologna in cloth, paraffined, choice.....	@15
Bologna in beef middles, choice.....	@17
Liver sausage in hog bungs.....	@17
Smoked liver sausage in hog bungs.....	@14
Liver sausage in beef rounds.....	@16
Head cheese.....	@21
New England luncheon specialty.....	@21
Mixed luncheon specialty, choice.....	@17
Tongue sausage.....	@23
Blood sausage.....	@16 1/2
Sausage.....	@14
Polish sausage.....	@17

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@43
Thuringer Cervelat.....	@18
Farmer.....	@27
Holsteiner.....	@26
B. C. Salami, choice.....	@42
Milano Salami, choice, in hog bungs.....	@36
B. C. Salami, new condition.....	@18
Frische, choice, in hog middles.....	@33
Genoa style Salami.....	@46
Pepperoni.....	@31
Moriadella, new condition.....	@18
Capiccoli.....	@45
Italian style hams.....	@34
Virginia hams.....	@44

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$5.50
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	6.75
Large tins, 1 to crate.....	7.75
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	6.25
Large tins, 1 to crate.....	7.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.75

## SAUSAGE MATERIALS.

Regular pork trimmings.....	8 1/2 @ 9
Special lean pork trimmings.....	12 1/2 @ 12
Extra lean pork trimmings.....	14 @ 14
Neck bone trimmings.....	9 1/2 @ 10
Pork cheek meat.....	6 1/2 @ 7
Pork livers.....	@ 5
Pork hearts.....	@ 6
Native boneless bull meat (heavy).....	@ 8 1/2
Boneless chucks.....	@ 7 1/2
Shank meat.....	@ 7 1/2
Beef trimmings.....	@ 6
Beef hearts.....	@ 3
Beef cheeks (trimmed).....	@ 4 1/2
Dressed canners, 350 lbs. and up.....	@ 6
Dressed cutter cows, 400 lbs. and up.....	@ 7 1/2
Dr. bologna bulls, 600 lbs. and up.....	@ 6 1/2
Beef tripe.....	@ 3
Pork tongues, canner trimmed S. P.....	15 1/2 @ 16

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic rounds, 180 pack.....	31
Domestic rounds, 140 pack.....	27
Export rounds, wide.....	43
Export rounds, medium.....	28
Export rounds, narrow.....	33
No. 1 weasands.....	12
No. 2 weasands.....	10
No. 1 bungs.....	18
No. 2 bungs.....	12
Middles, regular.....	78
Middles, selected wide.....	2.00
Dried bladders:	
12-15 in. wide, flat.....	1.70
10-12 in. wide, flat.....	1.45
8-10 in. wide, flat.....	1.70
6-8 in. wide, flat.....	.85

Hog casings:	
Narrow, special, per 100 yds.....	2.75
Medium, regular, per 100 yds.....	2.25
Wide, per 100 yds.....	1.00
Extra wide, per 100 yds.....	.70
Export bungs.....	.25
Large prime.....	.21
Medium prime bungs.....	.12
Small prime bungs.....	.04
Middles, per set.....	.20
Stomachs.....	.08

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$13.00
Pocket tripe, 200-lb. bbl.....	20.00
Pocket honeycomb tripe, 200-lb. bbl.....	21.00
Pork feet, 200-lb. bbl.....	16.50
Pork tongues, 200-lb. bbl.....	72.00
Lamb tongues, long cut, 200-lb. bbl.....	40.00
Lamb tongues, short cut, 200-lb. bbl.....	50.00

## DRY SALT MEATS.

Extra short clears.....	@11
Extra short ribs.....	@11
Short clear middles, 60-lb. av.....	@12
Clear bellies, 18@20 lbs.....	@11 1/2
Clear bellies, 14@16 lbs.....	@12 1/2
Rib bellies, 20@25 lbs.....	@11 1/2
Rib bellies, 25@30 lbs.....	@11 1/2
Fat backs, 10@12 lbs.....	@8 1/2
Fat backs, 14@16 lbs.....	@8 1/2
Regular plates.....	@7 1/2
Butts.....	@7 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@19 1/2
Fancy skd. hams, 14@16 lbs.....	@20 1/2
Standard reg. hams, 14@16 lbs.....	@19
Picnics, 4@8 lbs.....	@13 1/2
Fancy bacon, 6@8 lbs.....	@21 1/2
Standard bacon, 6@8 lbs.....	@22 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.....	@41
Outsides, 5@9 lbs.....	@30
Knuckles, 5@9 lbs.....	@38
Cooked hams, choice, skin on, fattened.....	@32
Cooked hams, choice, skinless, fattened.....	@20
Cooked picnics, skin on, fattened.....	@21
Cooked picnics, skinless, fattened.....	@38
Cooked loin roll, smoked.....	@38

## BARBELED PORK AND BEEF.

Mess pork, regular.....	\$24.00
Family back pork, 24 to 34 pieces.....	@24.00
Family back pork, 35 to 45 pieces.....	@25.00
Clear back pork, 40 to 50 pieces.....	@21.00
Clear plate pork, 25 to 35 pieces.....	@16.00
Briquet pork.....	@16.50
Bean pork.....	@18.00
Plate beef.....	@19.00
Extra plate beef, 200 lb. bbls.....	@19.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.45 @1.47 1/2
Oak pork barrels, black iron hoops.....	1.55 @1.60
Ash pork barrels, galv. iron hoops.....	1.05 @1.67 1/2
White oak ham tierces.....	2.50 @2.55
Red oak ham tierces.....	2.60 @2.62 1/2
White oak ham tierces.....	2.50 @2.22 1/2

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@16
White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@14
Nut, 1-lb. cartons, f.o.b. Chicago.....	@14
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@13

## ANIMAL OILS.

Prime edible lard oil.....	@11 1/2
Headlight burning oil.....	@ 9
Prime winter strained.....	@ 8 1/2
Extra winter strained.....	@ 8 1/2
Extra lard oil.....	@ 8 1/2
Extra No. 1.....	@ 7 1/2
No. 1 lard.....	@ 7 1/2
No. 2 lard.....	@ 7 1/2
Acidless tallow oil.....	@ 7 1/2
20 D. C. T. neatfoot.....	@14 1/2
Pure neatfoot oil.....	@ 8 1/2
Special neatfoot oil.....	@ 8 1/2
Extra neatfoot oil.....	@ 8 1/2
No. 1 neatfoot oil.....	@ 7 1/2

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## LARD.

Prime steam.....	@ 8.85
Prime steam, loose.....	@ 8.27 1/2
Kettle rendered, tierces.....	@ 9.75
Refined lard, boxes, N. Y.....	@10.00
Leaf, raw.....	@ 8.00
Neutral, in tierces.....	@10.00
Compound, acc. to quantity.....	@ 9.75

## OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	@ 6
Oleo stocks.....	@ 7
Prime No. 1 oleo oil.....	@ 5 1/2
Prime No. 2 oleo oil.....	@ 5
Prime No. 3 oleo oil.....	@ 4 1/2
Prime oleo stearine, edible.....	7 1/2 @ 8

## TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titr.....	@ 5
Prime packers' tallow.....	4 1/2 @ 4 1/2
No. 1 tallow, 10% f.f.a., f.o.b. Chgo.....	3 1/2 @ 3 1/2
No. 2 tallow, 40% f.f.a., f.o.b. Chgo.....	2 1/2 @ 2 1/2
Choice white grease.....	4 1/2 @ 4 1/2
A-White grease.....	@ 4
B-White grease, max., 5% acid.....	@ 3 1/2
Yellow grease, 10@15%.....	3 1/2 @ 3 1/2
Brown grease, 40% f.f.a.....	@ 3

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley, points, nom., prompt.....	6 1/2 @ 6 1/2
White deodorized, in bbls., f.o.b. Chgo.....	9 1/2 @ 9 1/2
Yellow, deodorized, in bbls.....	9 1/2 @ 9 1/2
Soap stocks, 50% f.f.a., f.o.b.....	@ 7 1/2
Corn oil, in tanks, f.o.b. mills.....	@ 7 1/2
Soya bean oil, f.o.b. mills.....	5 1/2 @ 6
Cocconut oil, sellers' tanks, f.o.b. coast.....	4 1/2 @ 4 1/2
Refined in bbls., c.a.f., Chicago.....	7 1/2 @ 7 1/2



# Retail Section

## Success in Retailing Demands Scientific Study and Training

The independent retailer, in most cases, can withstand competition if he is prepared to meet the principal challenge embodied in that competition—the challenge of efficiency.

This is the conclusion reached by Dr. Julius Klein, Assistant Secretary of Commerce.

"Many retailers who fail today," he said, "are disposed to lay the blame mainly at the doors of competition. Many unsuccessful retailers assert that they just could not withstand the tremendous organization, the great reserves of capital, the drastic quantity-discounts, the unified, semi-automatic distributive machinery which the competitors have at their command.

"In certain cases the factor of competition looms large. It is powerful—portentous. Very often, in all truth, it proves so forceful, so masterful, that it pushes a weak independent retailer to the wall. Occasionally the strong competitor makes use of ruthless methods that approach, or even cross, the borders of strict legality. And when that happens, the power of the law, as an instrument in behalf of fair rivalry in business, should be brought to bear in a manner swift and sure.

### Competition Over-Emphasized.

"But figures indicate, nevertheless, that the influence of competition does not play so large a part in causing retail failures as most people are inclined to think. In the charts drawn up by the great credit-rating bureaus of this country, the responsibility for less than 2 per cent of all business failures is ascribed to competition. This, of course, refers to all types of business activity, and it is quite possible that, if retailing were considered by itself, the percentage of failures attributable to competition would be larger. In certain specific lines of retailing it undoubtedly is quite a bit higher.

"But investigations by the U. S. Department of Commerce have corroborated the view that, in actual percentage figures, competition can not be accorded a very high rank as a distinct or dominating cause of business failure. In one city where a study of retail businesses that were tottering on the brink of bankruptcy was made it was found that there were only about 6½ per cent in which competition could fairly

be set down as responsible for the impending collapse. In another city it was reported that, even where retail competition was keenest, certain independents were doing good business and apparently were prospering.

"And here, I think, we get somewhere near the core of the matter. The independent retailer can, in most cases, withstand competition if he is prepared to meet the principal challenge embodied in that competition—the challenge of efficiency. If his attitude is right, if his approach to the problem is practical and scientific, if he is mentally equipped and temperamentally fitted to introduce methods of rigid efficiency, in addition to his appealing advantages of special service, deliveries, credit facilities, etc., he can weather the storm of competition and come through with colors flying. That has been proved in many instances.

### Successful Retailing a Science.

"The 'tackling' of retail business without adequate experience is a major evidence that the 'scientific approach' is lacking. There can be little doubt that insufficiency of experience, or a failure to learn from experience, forms

at least one of the potent reasons for retail failures. There is an unfortunate tendency—a frequently disastrous tendency—to regard storekeeping as a simple and easy way of making a living—an affair merely of piling goods on shelves and tying up packages and extending the glad hand to customers. Practically everybody seems to believe that he or she would be a great success in running a retail store just as most of us think we could run a daily newspaper or write a talking-picture.

"But the overwhelming weight of evidence proves that this attitude is tragically mistaken. Successful retailing today partakes of the nature of a science or profession. It requires an extensive background of knowledge, an understanding of many complicated problems, a high degree of insight, a capacity for careful study, a specialized proficiency and skill—all in addition to a natural aptitude.

"To be sure, a large number of the retailers who fail have actually had previous experience in merchandising, either in the same line or in other lines. A good many have been clerks, while a few have been traveling salesmen or salaried managers of retail establishments, before embarking as proprietors. But in many such cases the available evidence tends to show that the experience had been inadequate or it had not been put to the best use in



COMPACT STORE EQUIPMENT FOR PERISHABLE FOODS.

This combination case, in one of the S. S. Pierce stores in Boston, provides refrigeration protection and attractive display for various kinds of perishable foods, as well as canned and semi-perishable products.

Cooked meats and sausage are displayed in the upper part of the refrigerated counter. Cheese, salads, delicatessen goods are shown on trays in the lower part, with a shelf just above for sliced bacon and other meats in glass. The upper shelves carry more products in glass and tin. There is space at the left for scales, beneath which is the Frigidaire unit which provides the refrigeration. (Photo courtesy The Frigid Era.)

preparation for successful future activity. The people had not exerted themselves to learn and profit from experience. In short, the indispensable scientific approach was lacking.

#### No Justification for Some Stores.

"It is lacking, too, in many other aspects of retailing today, and its absence accounts for much of the futility, much of the failure. Careful study compels us to admit that the original setting-up of certain retail businesses was decidedly ill-advised. For many retail stores there is scant economic justification. They represent hope, ambition and poor judgment. In all-too-many instances even the location is inept. Too many prospective storekeepers are prone to ignore such important factors as the proximity of competitors, the nature of the surroundings, the convenience to car-stops, the advertising necessities, the number, types, purposes, and destinations of the passers-by.

"Retail store owners fail, a good many times, to measure their market justly, either in nature or extent. They may be careless in selecting their store personnel, or they do not plan the store right or do not make it attractive. Again we see a lack of the 'scientific approach.'"

The improvement that results when retailers appreciate the necessity of approaching their problems scientifically was called attention to by Dr. Klein. One of the objects of the Louisville survey of retail stores, he said, was to induce the retailers to become truly efficient, if they were not so already.

#### Knowledge Decreases Failures.

"What has been the result of this movement toward efficiency, as regards the number of bankruptcies among independent retailers in Louisville? The figures are astonishing. In 1929, fifteen retail stores failed in the Kentucky metropolis. In 1930 only three failed.

"The explanation is found only in that hackneyed and rather tiresome word 'efficiency.' Competition in Louisville has not diminished—it was functioning the same as ever—yet the independents were standing up vastly better, because most of them had adopted the scientific approach to their job."

#### NEWS OF THE RETAILERS.

Granucci's Market has been opened at 1667 Leavenworth st., San Francisco, Cal.

The Southern Heights Meat Market has been moved from 305 Connecticut st. to 1465 18th st., San Francisco, Cal.

The Durham Meat Co. has moved its California Market to 222 8th st., San Francisco, Cal.

The Valley Market has been opened at 599 Guerrero st., San Francisco, Cal.

E. A. Lackman has engaged in the meat business at 501 Balboa st., San Francisco, Cal.

A. G. Brainard has sold his meat market at 5 West Broadway, Muskegon Heights, Mich., to Clyde & Clifford Bloom.

I. R. Hoffman, Albion, Mich., has sold his interest in the meat business to his partner, H. A. Christensen.

Lewis Meat Market has engaged in

business at 133 N. Jackson st., Jackson, Mich., under the management of M. R. Lewis.

The meat market of Al Neimtz, Monroe, Wash., has been destroyed by fire.

The meat market and grocery store of Fred Hahn, Ajo, Ariz., has been damaged by fire to the extent of about \$12,000.

A. H. Kinder has opened the National Market, 3rd st. and 9th ave., Yuma, Ariz.

Olson and Halverson, Eldora, Ia., have purchased the City Meat Market.

Arthur Milbourn will open a meat market at Webster, Ia.

The Sterling Grocery, Fairmont, Minn., will install a meat department.

Fred Haise opened a grocery and meat market at 601 N. 5th st., Winona, Minn.

Stenberg and Dagestad, Minot, N. Dak., have sold their meat market to Harry Miller.

Klemann's Market Company, Antigo, Wis., has been incorporated with a capital stock of \$15,000. Incorporators are: P. H. Klemann, S. Bryant, O. Tessmer.

### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

#### VEGETABLES WITH PORK.

While any vegetable may be served acceptably with any meat cut, there are certain combinations that are particularly pleasing. The following vegetables "go well" with the various pork cuts:

Roast pork—Browned potatoes, sweet potatoes, creamed or mashed turnips, squash, onions and apples.

Pork chops—Baked or creamed potatoes, Brussels sprouts, onions, celery, tomatoes, corn and creamed cabbage.

Salt pork—Boiled potatoes, onions, beans and peas.

Baked ham—Escalloped potatoes, spinach, beet greens, baked squash, sweet potatoes, creamed cabbage.

Broiled ham—Au gratin potatoes, creamed potatoes, green beans, baked tomatoes, sautéed green tomatoes.

Sausage—Creamed or baked potatoes, tomatoes, cabbage, string beans.

#### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Mar. 12, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS (1):</b>				
Yearling (300-550 lbs.):				
Choice	\$16.00@17.50		\$16.50@18.00	
Good	15.00@16.00		15.00@17.00	
Medium	14.00@15.00			
<b>STEERS (550-700 lbs.):</b>				
Choice	15.00@17.00		15.50@17.00	17.00@18.00
Good	14.00@15.00		14.50@16.00	14.50@16.00
<b>STEERS (700 lbs. up):</b>				
Choice	15.00@16.50	15.50@16.50	15.50@17.00	16.50@17.00
Good	14.00@15.00	14.00@15.50	15.00@16.00	14.50@16.00
<b>STEERS (500 lbs. up):</b>				
Medium	13.00@14.00	13.00@14.00	13.00@14.00	12.00@14.00
Common	12.00@13.00	12.00@13.00		
<b>COWS:</b>				
Good	11.00@12.00	10.50@11.00	11.00@12.50	11.50@12.50
Medium	10.00@11.00	9.50@10.50	10.00@11.00	10.00@11.00
Common	9.00@10.00	9.00@9.50	9.00@10.00	9.00@10.00
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	14.00@16.00	15.00@17.00	15.00@17.00	16.00@17.00
Good	13.00@14.00	13.00@15.00	14.00@15.00	14.00@16.00
Medium	11.00@13.00	11.00@13.00	12.00@14.00	12.00@14.00
Common	8.00@11.00	9.00@11.00	10.00@12.00	10.00@12.00
<b>CALF (2) (3):</b>				
Choice	11.00@13.00			
Good	10.00@11.00	12.00@13.00	10.00@12.00	
Medium	9.00@10.00	10.00@12.00	9.00@10.00	
Common	7.00@9.00	9.00@10.00	8.00@9.00	
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (38 lbs. down):</b>				
Choice	18.50@20.00	18.00@19.00	19.00@20.00	19.00@20.00
Good	18.00@19.00	17.00@18.00	18.00@19.00	18.00@19.00
Medium	16.00@18.00	16.00@17.00	16.00@18.00	15.00@17.00
Common	13.00@15.00	15.00@16.00		
<b>LAMB (39-45 lbs.):</b>				
Choice	17.00@18.00	17.00@18.00	18.00@19.00	19.00@20.00
Good	16.00@17.00	16.00@17.00	17.00@18.00	18.00@19.00
Medium	15.00@16.00	15.00@16.00	16.00@18.00	15.00@17.00
Common	13.00@15.00	14.00@15.00		
<b>LAMB (46-55 lbs.):</b>				
Choice	15.00@16.00	16.00@17.00	17.00@18.00	16.00@17.00
Good	14.50@15.00	15.00@16.00	16.00@17.00	15.00@16.00
<b>MUTTON (Ewe) 70 lbs. down:</b>				
Good	9.00@12.00	10.00@11.00	10.00@12.00	11.00@12.00
Medium	8.00@9.00	8.00@10.00	8.00@10.00	10.00@11.00
Common	7.00@8.00	7.00@8.00	7.00@8.00	9.00@10.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	19.00@21.00	20.00@21.00	20.00@21.00	20.00@21.00
10-12 lbs. av.	18.00@20.00	19.50@20.50	19.50@20.00	19.00@20.00
12-15 lbs. av.	17.00@19.00	18.50@19.50	18.00@19.00	18.00@19.00
16-22 lbs. av.	15.00@16.00	17.00@18.00	16.00@17.00	17.00@18.00
<b>SHOULDER, N. Y. Style, Skinned:</b>				
8-12 lbs. av.	11.50@13.00		12.00@14.00	13.00@14.00
<b>PICNICS:</b>				
6-8 lbs. av.		11.50@12.50		11.00@12.00
<b>BUTTS, Boston Style:</b>				
4-8 lbs. av.	14.50@16.00		14.00@16.00	14.00@16.00
<b>SPARE RIBS:</b>				
Half Sheets	13.00@15.00			
<b>TRIMMINGS:</b>				
Regular	7.00@8.00			
Lean	12.00@14.00			

(1) Choice grade heifer yearling beef, 450 lbs. down: Chicago \$14.00@16.00; New York \$14.00@16.00. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.



# New York Section

## NEW YORK NEWS NOTES.

President Samuel Slotkin, Hygrade Food Products Corporation, spent the first half of last week in Chicago.

A. T. Budgell, wool department, Wilson & Co., Boston, spent a few days in New York during the past week.

J. C. Agar, beef department, Swift & Company, Chicago, visited New York for several days during the past week.

On April 12 the Employees' Association of Nathan Strauss, Inc., will hold its eleventh annual dinner and dance at the Hotel St. George, Brooklyn.

B. F. McCarthy, marketing specialist of the U. S. Bureau of Agricultural Economics at New York, has been confined to his home with flu.

Chicago visitors to Armour and Company, New York, during the past week included President T. George Lee and Vice-President and Treasurer Philip L. Reed.

Harold Taylor, of the Parks Sausage & Provision Co., Boston, is leaving for a trip to Europe on March 21. He is a well-known figure in the sausage industry in Boston.

Walter Blumenthal, president, and Irving Blumenthal, treasurer, United Dressed Beef Company, returned to New York early last week after having spent several weeks in Florida.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended Mar. 7, 1931, was as follows: Meat.—Brooklyn, 59 lbs.; Manhattan, 978 lbs.; Bronx, 1 lb.; total, 1,038 lbs. Fish.—Manhattan, 76 lbs.; Bronx, 94 lbs.; total, 170 lbs. Poultry and Game.—Manhattan, 209 lbs.; Queens, 13 lbs.; total, 222 lbs.

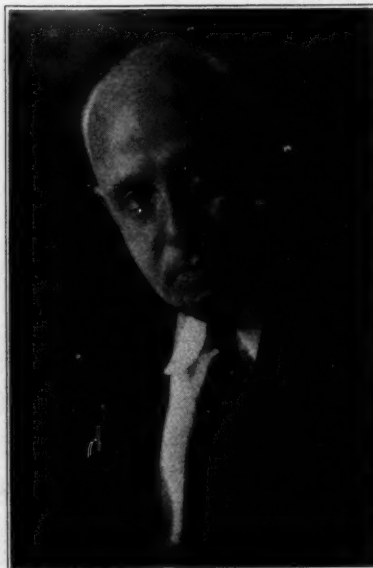
The annual entertainment and dance of Adolf Gobel's Employees' Mutual Welfare Society, Inc., will be held on April 11 at the Hotel St. George, Brooklyn. H. J. Toedt is chairman of the entertainment committee and is putting forth every effort to make the evening a success. This association not only helps the sick and disabled, but provides for families of members in case of death.

## HEINEMAN-HAMAN TEAM UP.

Many years connection with the brokerage house of F. Cooper Rogers, New York, has been the foundation not only of a lasting friendship but of a new business association for Chas. E. Haman and Jos. H. Heineman. Effective April 1st these two well-known provision and packinghouse products brokers will operate under the firm name of Heineman-Haman, Inc., with offices at 402-410 West 14th st., New York. The personalities and business attributes of these two men blend so well that success would seem assured, and in their new organization they have the best wishes of their many friends in the industry.

## GOBEL ELECTS OFFICERS.

Adolf Gobel, Inc., held its annual meeting of stockholders on March 4 and elected as members of the board of directors Henry L. Batterman, Thos. W. Bryant, J. E. Decker, Frank M. Firor, Rodney Hitt, Malcolm D. B. Hunter, Henry A. Ingraham, Andrew D. Loffler, Henry Merkle, George F. Trommer and Ralph D. Ward. The board of directors elected officers for the ensuing year as follows: Frank M. Firor, president; Curtis G. Pratt, Andrew D. Loffler and Henry Merkle, vice presidents; Thos. W. Bryant, treasurer; Vincent Morrison, secretary; F. Howard Firor, assistant secretary and Joseph B. Hallinan,



FRANK M. FIROR.

Re-elected president of Adolf Gobel, Inc., at annual meeting last week.

assistant treasurer. An executive committee was appointed consisting of Frank M. Firor, chairman; Henry L. Batterman, Malcolm D. Hunter, Rodney Hitt and Henry Merkle.

## PACKER-RETAILER CONFERENCE.

A conference of packers and representative retailers in the metropolitan district was held last Wednesday in New York for the purpose of surveying current trends in the trade. Dealers reported that although prices for all meats at retail had generally been reduced in the New York district, consumer buying power appeared to have been sharply curtailed, making it unusually difficult to move a normal volume of product.

Fear of losing a job, or a general fear of some possible unfavorable event, was given as the basic cause of the prevailing state of mind on the part of consumers.

Those participating in the conference were Messrs. Adams, Heatherton and Gibboney, Armour and Company; Frost, Swift & Company; Carroll, Adolf Gobel, Inc.; Dudley, Institute of Ameri-

can Meat Packers, and Messrs. Kramer, Haas, Schuck, Williams, Loeb, Lester Kirschbaum, Van Gelder, Eschelbacher, Herman Kirschbaum, Kleevlat, Bibert, Wood, Gondeck, Kunkel, Zek, Hirsch, Hehn, Rosen, Burck, Kamps, Wild and Seifert for the retailers.

## AMONG RETAIL MEAT DEALERS.

State President David Van Gelder was a visitor at the meeting of the Eastern District Branch on Tuesday evening when he installed the officers elected to serve for 1931. Three new members, C. Winter, Alfred Hilbig and William Schickler, were enrolled. The committee for the Ladies' Night reported that the affair to be held April 14 ought to be better than ever. There was a discussion on the report of route wagons of some of the packers in this section. State President Van Gelder gave a very instructive and timely talk on how a retailer must figure in order to stay in business during the general depression with its reduced prices and profits.

In order not to conflict with the annual beef steak dinner of the Westchester Branch, which is to be held on March 17, Ye Olde New York Branch has postponed its meeting scheduled for that date, and will hold it on March 24. In this way it is hoped that a large representation of the Westchester Branch will attend the meeting on March 24, at which time the conference class discussion will be "Best methods for meeting competition" and "Loss of meat sales to chain stores."

At the meeting of the Jamaica Branch on Wednesday evening of last week, State Business Manager Edwin Williams gave an interesting talk on co-operative advertising. He also called special attention to a new Sunday opening bill pending which should be watched closely.

A surprise birthday party was tendered Mrs. Fred Hirsch, wife of the business manager of the Bronx Branch, on Monday afternoon. Among those present were Mrs. George Anselm, Mrs. F. P. Burck, Mrs. A. DiMatteo, Mrs. Chas. Hembdt, Miss M. B. Phillips, Mrs. R. Schumacher, Mrs. A. Werner, jr., and Mrs. Walter Lundblad. Mrs. Hirsch received many beautiful presents.

Mrs. F. Anselm celebrated her 88th birthday by a large family dinner last Sunday, surrounded by 33 children and grandchildren. George, jr. (Buddy), son of Mr. and Mrs. George Anselm, whose 10th birthday was on March 5, shared honors with his grandmother.

Harold Schumacher, son of Mr. and Mrs. R. Schumacher, celebrated a birthday on March 6.

## MORE PACKAGED MEAT STORES.

Hygrade Food Products Corporation will open a new distributing point for its fresh-cut packaged meats in Center Market, Huguenot st., New Rochelle, N. Y. Other outlets have been established in Fleetwood, Larchmont and Mt. Vernon, N. Y., and it is expected that all of Westchester County will be covered within a short time.

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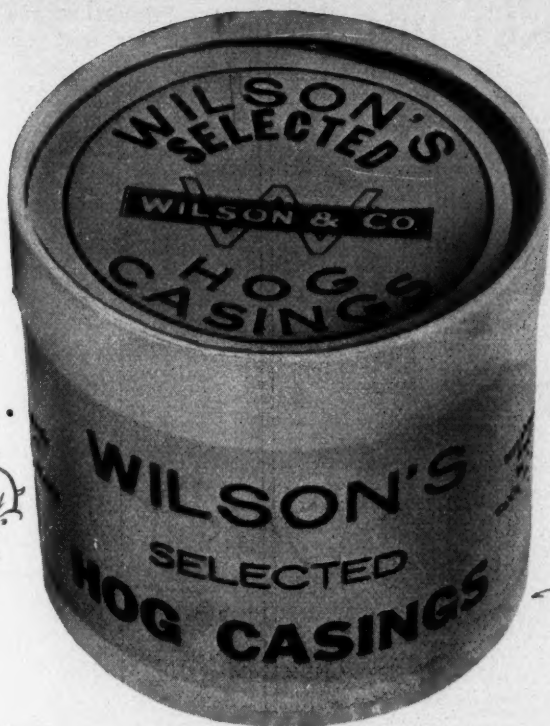
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Waste...



Discoloration... Rust...



# THE *Enemy Skulks by this New* Protector of Sausage Casing

Rust—Discoloration—Waste—won't attack casings packed in the Wilson New Fibre Paraffined Container. You can forget all the causes of trouble commonly found in metal containers.

The good news is spreading fast. Many who take pride in making their sausage look as appetizing as it is, are buying their casings packed in the new modern way. Our business has increased over 30% since we introduced the new container.

To be sure of prime sausage casings—always uniform in quality and appearance—insist on Wilson's selected casings packed in 1- 5- and 10-pound Wilson's New Fibre Paraffined Containers.

-----SEND ME-----  
WILSON & CO., Chicago, Illinois  
Send me, without obligation, free sample of Wilson's New Fibre Paraffined Container — "The Life Preserver" of sausage casings.

Name .....

Address .....

City.....State.....



ASK FOR THE CASINGS IN THE ORANGE CARTON



## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	7.50@8.25
Cows, common to medium	3.50@5.00
Bulls, cutter, medium	3.75@5.25

## LIVE CALVES.

Vealers, good to choice	8.50@11.50
Vealers, medium	8.50@8.50

## LIVE SHEEP AND LAMBS.

Lambs, good to choice	8.50@9.75
Lambs, medium	7.00@8.50
Lambs, common	6.00@7.00

## LIVE HOGS.

Hogs, 160-220 lbs.	8.50
Hogs, medium	7.25@7.75
Hogs, 290 lbs.	7.50
Hogs, rough	6.75

## DRESSED HOGS.

Hogs, heavy	13.00
Hogs, 180 lbs.	13.25
Hogs, 80 lbs.	13.25
Hogs, 80-140 lbs.	13.25

## DRESSED BEEF.

## CITY DRESSED.

Choice, native heavy	18
Choice, native light	19
Native, common to fair	16

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17
Native choice yearlings, 400@600 lbs.	17
Good to choice heifers	14
Good to choice cows	10
Common to fair cows	8
Fresh bologna bulls	8

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @26	25 @28
No. 2 ribs	21 @23	22 @24
No. 3 ribs	18 @20	18 @21
No. 1 loins	30 @32	30 @34
No. 2 loins	26 @27	26 @32
No. 3 loins	22 @25	22 @28
No. 1 hinds and ribs	17 @20	18 @23
No. 2 hinds and ribs	15 @16	15 @17
No. 3 hinds and ribs	14 @15	14 @16
No. 1 rounds	13 @14	13 @13
No. 2 rounds	10 @12	10 @12
No. 3 rounds	13 @14	14 @16
No. 1 chucks	11 @12	12 @13
No. 2 chucks	9 @10	10 @11
No. 3 chucks	8 @9	8 1/2 @10
Bolognas	8 @9	8 1/2 @10
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	00 @70	00 @70
Tenderloins, 4@6 lbs. avg.	05 @75	05 @75
Shoulder clods	10 @11	10 @11

## DRESSED VEAL AND CALVES.

Prime veals	23 @25
Good to choice veal	19 @22
Med. to common veal	18 @16
Good calves	14 @16
Med. to common calves	12 @14

## DRESSED SHEEP AND LAMBS.

Lambs, prime	21 @23
Lambs, good	18 @20
Sheep, good	10 @13
Sheep, medium	9 @11

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	17 @18
Pork tenderloins, fresh	43 @45
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs.	12 @13
Butts, boneless, Western	18 @19
Butts, regular, Western	14 @15
Hams, Western, fresh, 10@12 lbs. av.	18 @19
Hams, city, fresh, 6@10 lbs. av.	26 @27
Picnic hams, Western, fresh, 6@8 lbs. av.	11 @12
Pork trimmings, extra lean	15 @16
Pork trimmings, regular 50% lean	9 @10
Spareribs, fresh	10 @11

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	22 1/2 @26
Hams, 10@12 lbs. avg.	22 @24
Hams, 12@14 lbs. avg.	21 @23
Picnics, 4@6 lbs. avg.	16 @17
Picnics, 6@8 lbs. avg.	15 @16
Bolleties, 8@10 lbs. avg.	16 @17
Beef tongue, light	29 @22
Beef tongue, heavy	24 @26
Bacon, boneless, Western	23 @24
Bacon, boneless, city	20 @21
Pickled bellies, 8@10 lbs. avg.	17 @18

## FANCY MEATS.

Fresh steer tongues, untrimmed	26c a pound
Fresh steer tongues, l. c. trim'd	40c a pound
Sweetbread, beef	72c a pound
Sweetbread, veal	1.00 a pair
Beef kidneys	18c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	20c a pound
Beef hanging tenders	32c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	1/4
Breast fat	1 1/4
Edible suet	2
Cond. suet	2

## GREEN CALFSKINS.

	5-9	9-12	12-14	14-18	18 up
Prime No. 1 veals	1.11	1.45	1.55	1.75	2.00
Prime No. 2 veals	.9	1.25	1.80	1.50	2.35
Buttermilk No. 1	7	1.10	1.20	1.40	....
Buttermilk No. 2	5	.85	.95	1.15	....
Branded Gruby	4	.55	.60	.80	1.00
Number 3	4	.50	.55	.70	.80

## BUTTER.

Creamery, extra (92 score)	28 1/2
Creamery, firsts (88 to 89 score)	27 1/2
Creamery, seconds (84 to 87 score)	24 1/2
Creamery, lower grades	23

## EGGS.

(Mixed colors.)

Extra, dozen	22 1/2 @23
Extra, firsts, dozen	21 1/2 @22
Firsts	21
Checks	17

## LIVE POULTRY.

Fowls, colored, fancy, via express	21
Fowls, Leghorn, fancy, via express	19

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	22 @24
Western, 48 to 54 lbs. to dozen, lb.	23 @25
Western, 43 to 47 lbs. to dozen, lb.	23 @25
Western, 30 to 42 lbs. to dozen, lb.	22 @24
Western, 30 to 35 lbs. to dozen, lb.	21 @23

Fowls—fresh—dry pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs. to dozen, lb.	25 @26
Western, 48 to 54 lbs. to dozen, lb.	26 @28
Western, 43 to 47 lbs. to dozen, lb.	26 @28
Western, 36 to 42 lbs. to dozen, lb.	25 @26
Western, 30 to 35 lbs. to dozen, lb.	24 @26

Chickens, fresh, 12 to box, prime to good:	
Broilers, hothouse	45 @50

Ducks—	
Long Island	23 @24

Squabs—	
White, ungraded, per lb.	35 @45

Turkeys, fresh—dry pkd.—prime to fancy:	
Young toms	31 @36
Young hens	31 @35

Fowls, frozen—dry, pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs., per lb.	24 @25
Western, 48 to 54 lbs., per lb.	25 @26
Western, 43 to 47 lbs., per lb.	25 @26

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Mar. 5, 1931:

	Feb. 27	28	Mar. 2	3	4	5
Chicago	28 1/4	28 1/4	27	27 1/4	26	28 1/4
N. Y.	29	28 1/2	28	28 1/2	28 1/2	28 1/2
Boston	29 1/4	29 1/4	28 1/4	29	29	29 1/4
Phila.	30	29 1/2	29	29 1/2	29 1/2	29 1/2

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	28 1/4	28 1/4	27	27	27 1/4	28 1/4
Receipts of butter by cities (tnbs):						

	Wk. to	Prev.	Last	—Since Jan. 1—
	Mar. 5	week	year	1931.
Chicago	35,441	29,647	39,799	461,563
N. Y.	60,183	61,190	62,861	696,810
Boston	13,656	13,298	13,620	155,638
Phila.	18,982	16,576	14,517	215,523

Total 128,262 120,711 117,297 1,490,534 1,435,732  
Cold storage movement (lbs.):

	In	Out	On hand	Same
	Mar. 5.	Mar. 5.	Mar. 6.	week-day
				last year.
Chicago	1,920	250,613	5,135,596	6,422,753
New York	7,502	48,339	4,811,848	5,719,505
Boston	2,835	90,967	1,673,328	2,383,326
Phila.	91,943	2,880	1,836,872	2,518,498
Total	104,200	400,919	12,957,614	17,044,082

FERTILIZER MATERIALS.  
BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic and Gulf ports.	284.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York.	1.20
Blood, dried, 15-16% per unit.	1.50
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory.	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	3.50 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd Bait & Norfolk.	3.50 @ 10c
Soda Nitrate in bags, 100 lbs. spot.	1.20
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.	2.00 @ 10c
Tankage, unground, 9@10% ammo.	2.20 @ 10c

## Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	21.50
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	23.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.	1.00

## Potash.

Manure salt, 20% bulk, per ton	11.50
Kalmit, 14% bulk, per ton	3.75
Muriate in bags, basis 80%, per ton	17.15
Sulphate in bags, basis 90%, per ton	48.50

## Beef.

Cracklings, 50% unground	9
Cracklings, 60% unground	9

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	56.00 @ 125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	25.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	70.00
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